

The



# AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW



APRIL  
1907

Mucha

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MUST BE A REASON FOR IT.

BERTRAND'S POMADES AND ESSENTIAL OILS.  
GIVAUDAN SYNTHETIC SPECIALTIES.  
PURITAN BRAND ESSENTIAL OILS.

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114 John Street New York

THE PERFUMER PUBLISHING COMPANY, NEW YORK

WELCH, HOLME & CLARK Co.

**Soap Materials**

—AND—

**Mill Supplies**

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**I**F you have tried, and possibly without complete success, to produce a satisfactory Carnation, a pleasing experience awaits you. Careful tests and comparisons have shown that our

**O E I L L E T**

is the best product available for this purpose; and this is the verdict of the largest perfumers in the world.

Don't infer! Try Oeillet and learn that lower-priced substitutes are not as cheap but eventually more expensive.

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ASK FOR OUR QUOTATIONS IN 5-lb. LOTS.

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**CHUIT, NAEF & CO.,**

Geneva, Switzerland.

American Branch,

15 Platt St.,

New York.



**WELCH, HOLME & CLARK Co.**

**Soap Materials**

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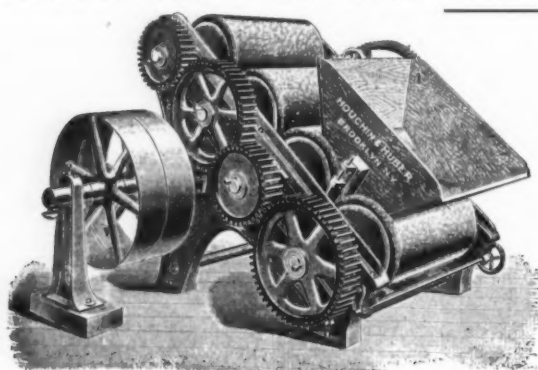
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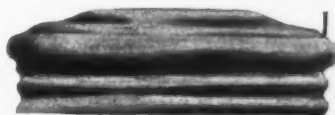
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<b>VIOLET</b>	-	<b>4.25 "</b>

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# THE AMERICAN PERFUMER

AND

## ESSENTIAL OIL REVIEW

TWO DOLLARS A YEAR  
TWENTY CENTS A COPY

NEW YORK, APRIL, 1907.

Vol. II, No. 2.

### THE AMERICAN PERFUMER

AND ESSENTIAL OIL REVIEW

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#### EDITORIAL NOTICE

WE invite correspondence and special articles upon subjects of interest to all engaged in the manufacture and sale of Perfumes, Soaps, Toilet Articles, Flavoring Extracts, etc. THE AMERICAN PERFUMER and ESSENTIAL OIL REVIEW is the OPEN FORUM for each and all in the Trade. The usual right to reject objectionable matter and advertisements is reserved.

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### A GREAT MEETING.

The Thirteenth Annual Meeting of the Manufacturing Perfumers' Association takes its place as the greatest gathering of the organization ever held. It was great not only in the number of members present, but in the inspiration that flowed so freely at every meeting.

From the very first day, when President McConnell read that address breathing the spirit of fellowship and good-will, to the last crowded moments of the Convention, there was splendid evidence of progressive co-operation which must be the foundation of every really active and efficient organization.

The reports of the committees show how individual members work in the common interest, from the Executive Committee to the Committee on Entertainment. And, by the way, the work of this last Committee has been better than ever, all arrangements having been so perfectly made, that there was not a hitch of any kind, and every member enjoyed the various entertainments offered to the full.

The Theatre party was a great success, notwithstanding the unpropitious weather; the Supper afterwards was dainty and most sociable; and the Banquet and Vaudeville formed a fitting climax to the social side, a most important part of the gathering.

When men from the Far West and the Middle West and the Northland, rub shoulders with the men of the East; when they break bread together, there is a new spirit of fellowship which can be brought about in no other way.

As to the intellectual result of the meeting: this is always difficult to estimate in so many words. Ideas can not be counted up upon your fingers. Yet that there was an abundant harvest of thoughts, no one doubts for a moment. The plan of having papers prepared upon various subjects proved an excellent experiment, one which can be extended to even a larger number and more technical essays.

That the Perfumers have something to say, and know how to say it, has long been suspected, and is now proved beyond any doubt. For the benefit of those who could



not be present we shall print all of these essays in full during the next month or two, as space permits. We commend them to our readers as worthy of careful perusal.

The actual work of the Convention is best learned from the complete report printed in this issue, and it is in the resolutions based upon the reports of the committees that it is seen in concrete form.

There is no doubt that this has been the greatest meeting of the kind in the history of the organization—and upon this fact we extend our hearty congratulations to the officers and members who have made it possible.

May the next meeting be still more helpful and inspiring!

---

#### PUSH PARCELS POST.

The Manufacturing Perfumers' Association does not work for itself alone. It is a patriotic organization and broad-minded, working for the general interest of American manufacturers and merchants. One of the best demonstrations of the spirit in which this society works is the time and attention devoted to the advancement of the Parcels Post. Elsewhere in this issue is to be found the full report of the committee having this matter in charge. With so practical and intelligent a head as F. F. Ingram, of Detroit, it should have the hearty support of each and every member, and this will mean the final triumph of the movement.

It is a crying shame that the United States is so far behind the rest of the world in the Post Office Department, and the shame is all the greater when we know that this backwardness is due, not to lack of appreciation of the untold benefits of reforms, but to the base and unscrupulous machinations of Express and Railway Interests at Washington.

If public opinion has weight, here is an opportunity for it to be proved.

The people want to ship their goods at fair, not exorbitant, rates, for it is always the "consumer who pays the freight." Other governments can afford the parcels post and make money on it. We, the victims of a few unwieldy corporations, cannot free ourselves from the domination of their agents. At least we have not yet shown that we can. Is it not time that we do so?

The impassioned plea made at the last session of the Convention by James A. Cowles, who has devoted his life to "Postal Progress," should bear rich fruit in the general support of the members.

We must have a Parcels Post, and have it soon.

---

"The cheerful loser is a Winner."—*Elbert Hubbard.*

#### AND VANILLIN!

The unexpected happens, even in trade. Cloves have been rising in price for more than a year past, and now all at once the price of Vanillin (which is made out of oil of cloves) falls several cents an ounce. Unless there has been some very remarkable secret discovery as to the yield, this decline in the price of Vanillin is inexplicable. When sold at 30c. per ounce there was little profit. What, then, is the profit at 25 cents?

The demoralization of the market is generally attributed to two causes. One is the uncertainty as to the use of Vanillin under the Federal Pure Food Law, which has led to a falling off of the demand. The second is the desire of new manufacturers to obtain their share of the business at any sacrifice and establish their brand. The consumer reaps the benefit, of course, for he is tempted all the more to use Vanillin at prevailing low prices, and he certainly may do so if he use the proper circumspection in branding his products.

The manufacturers will not continue to make Vanillin at these prices very long, so the wise man will lay up a good supply, especially as it improves after lying for some months.

---

#### THE INDEX.

In this number of the REVIEW we present the full INDEX to the first volume of our publication. Those who have been subscribers from the beginning, March, 1906, will find that the INDEX adds considerably to the value of the numbers of the magazine, making it easy to refer to any article or subject, without looking through all of them. Perhaps we may be excused if we call the attention of our readers to the considerable body of original material which has been laid before them during that first year. We wish to make it available to all through this complete INDEX, with its many cross-references.

---

On account of the large amount of space required for a full presentation of the Proceedings of the Perfumers' Convention, it has not been possible to do more in this issue than present the introduction to Mr. Davis's interesting paper. It will be continued in the next number of the REVIEW, and we shall also print the essays by Mr. Mayo, Mr. Ricksecker, Mr. Buck, Mr. Marsh and Mr. Dalley, as rapidly as space permits.

Should any one desire fine proofs of the pictures appearing in this issue, we shall be pleased to furnish them on fine plate paper, with liberal margins, ready for framing, at fifty cents each.



## EXAMINATION OF ESSENTIAL OILS AND PERFUME MATERIALS.

BY DR. JUSTIN S. BREWER.

(Continued from February Number.)

The question of Specific Gravity enters largely into the examination of every essential oil, and, while the matter is discussed at great length in various text books, for convenience a few words regarding its application will be included here.

Specific gravity is based upon a unit of 1 and states a relative but not an absolute value. It is the weight of an equal volume of some standard substance. The standard for liquids and solids is pure distilled water at a temperature of 25° C. (77° F.).\* A change of temperature causes all bodies to expand or contract, and to obtain accurate results in specific gravity determinations it is necessary to carefully observe it. In the examinations of oils it is usually sufficient to express the value of any specific gravity to three places of decimals, but where extreme accuracy is required it is carried out to four or even five decimal places.

Since we have to deal almost entirely with liquids, it will be unnecessary for us to enter into a discussion relative to solids, but we shall confine ourselves to liquid substances exclusively. For this purpose a specific gravity bottle called a pycnometer is employed. In its simplest form it is a light, small flask with a long glass neck into which fits an accurately ground glass stopper with a small perforated opening about the size of a small pin. This opening is for the purpose of adjusting a certain volume of liquid at a certain temperature. These flasks are usually made to hold 25, 50 or 100 grammes. The flask is counterbalanced, filled with any convenient amount of distilled water at the proper temperature, the height of the fluid marked, and its weight noted.

Any ordinary vial may be converted into a specific gravity bottle, by selecting one as light as possible, which will hold either 50 or 100 grammes of water. The distilled water is accurately weighed into the vial, and the exact height of the water is indicated by a mark (scratch) on the neck. An exact counterpoise is prepared for the empty flask. When used, the flask is filled to the mark with the liquid at the proper temperature, and its weight is divided by 50 or 100 as the case may be. Supposing, for example, that, when filled to the 50 cubic centimeter mark with sulphuric acid, it weighed 92.15 grammes, then  $\frac{92.15}{50} = 1.843$ , the specific gravity of the acid.

A better form of specific gravity bottle for all-around work is one adopted by the Association of Agricultural Chemists. It is a cone-shaped flask in which the stopper consists of a thermometer. There is a side neck tube with a ground glass stopper for adjusting the right volume of

liquid at a given temperature. This form of bottle, holding 50 grammes at 27° C., has been used by the author with considerable satisfaction.

## OIL OF PEPPERMINT.

The United States Pharmacopœia defines oil of peppermint as a volatile oil distilled from the fresh or partly dried leaves and flowering tops of Peppermint, rectified by steam distillation, and yielding when assayed not less than 8 per cent. of ester, calculated as menthyl acetate, and not less than 50 per cent. of the total menthol (free and as ester). It should be kept in well-stoppered, amber colored bottles, in a cool place, protected from light.

In no other oil is there such a wide opportunity for deceit as in oil of peppermint. The practice of taking a part or even all of the available menthol from a specimen of the oil is very common and the unwary purchaser may often be caught. The U. S. P. sets a high standard when it requires fifty per cent. of menthol in oil of peppermint. The author has found that about 45 per cent. is a general average for good oils.

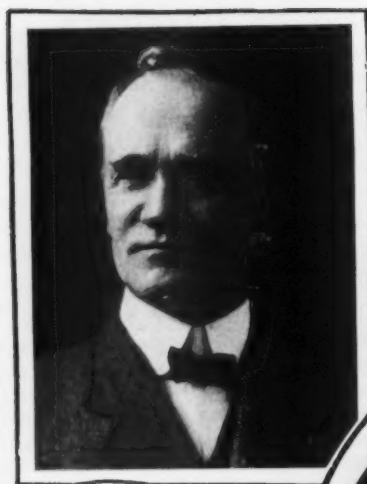
As the assay process for menthol outlined in the U. S. P. is long, confusing, and valuable only when applied by one with considerable experience, the following method may serve as a convenient aid in determining approximately the amount of menthol in peppermint oils:

Carefully weigh about 25 c. c. of the oil to be tested and place in a nickel tube which has been previously made by a metal worker. This tube should be about 4 inches in length and five-eighths inch in diameter. It should be closed at each end with a tight fitting cork. After filling this tube with the oil, stopper it securely and immerse in salt and ice until crystallization of the menthol is effected. If one or two crystals of pure menthol be added to the tube before freezing crystallization will proceed much more rapidly. When the lowest possible temperature has been reached remove the crystals from the tube and drain off the oil on filter paper. When the crystals become dry, weigh and figure the per cent. of menthol.

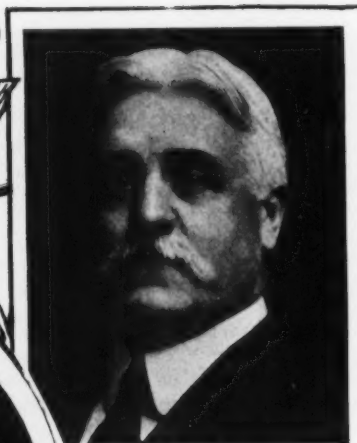
The purchaser should beware of non-rectified oils and to assure himself that he is getting the right grade the following test should be applied: If from 25 c. c. of oil about 1 c. c. be distilled and the distillate poured on an aqueous solution of mercuric chloride, a white film should not form at the zone of contact after a short time (absence of dimethyl sulphide found in non-rectified oils).

It was a pity that the boys "kidded" Joe Brohel so. He can do all of that necessary, to judge from appearances.

\* This temperature has been adopted in the eighth decennial revision of the United States Pharmacopœia as a temperature being nearer that of the workroom.



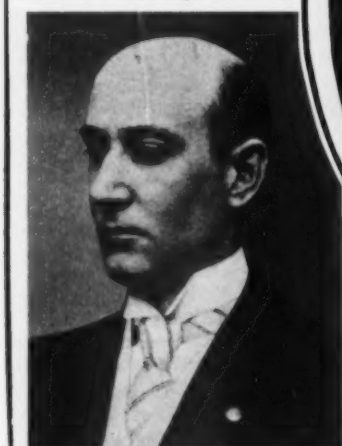
F.F. INGRAM  
1<sup>ST</sup> VICE-PRESIDENT



GILBERT  
COLGATE  
2<sup>ND</sup> VICE-PRESIDENT



THEO. RICKSECKER  
PRESIDENT



WM. H. HYDE  
SECRETARY



WM. A. BRADLEY  
TREASURER.

OFFICERS M. P. A. 1907-1908.

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# THIRTEENTH ANNUAL MEETING OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES.

HELD IN NEW YORK CITY, APRIL 9TH TO 11TH, 1907.

## THE PROCEEDINGS OF THE CONVENTION.

The Executive Committee met at noon of Tuesday, April 9th, the Convention meeting in full session after luncheon, at two o'clock, in the rooms of The New York Board of Trade and Transportation, 203 Broadway. More members were in attendance than at any previous meeting ever held. After roll call the President, D. H. McConnell, read the following:

### PRESIDENT'S MESSAGE.

GENTLEMEN: I extend to each of you, both active and associate members, a most hearty welcome to this our 13th Annual Convention of the National Manufacturing Perfumers' Association of the United States. Some fourteen years ago a few of our progressive perfume manufacturers conceived the idea, born of necessity, that there was a great work for the perfumers of America to do, which could be well done only by the perfumers as a unit, and these few men foresaw the problems that in all probability would arise, which would require the concentrated effort of the perfumers of this country. Acting, therefore, in accordance with this idea, the National Manufacturing Perfumers' Association was formed, the plan of work wisely mapped out, and real work of the Association begun in earnest. It is very possible that then, as now, a large number of the perfumers did not realize the advantages that were to be gained for us through the efforts of the Association. They did not foresee what this Association could do or would be called upon to do. Now, as we look back over the thirteen years' work of the Association, it is extremely difficult to enumerate the achievements that have been made through our various committees, by our executive board, and at our annual conventions.

Let me just enumerate a few of these by way of remembrance:

Way back in 1894 through the efforts of this Association the duty of 20 per cent. on pomades was removed. Later the restoration of the duty of \$2.00 per gallon and 50 per cent. ad valorem was made to take the place of the tariff in the Wilson bill, which was \$2.00 per gallon and only 25 per cent. ad valorem.

In 1897 the restoration to the free list—essential oils which were listed for duty at the rate of 25 per cent. ad valorem.

In 1898, again through the efforts of our legislative committee, the reduction of the proposed war revenue stamp tax from 4 cents on a dollar to 2½ cents on the dollar of retail value. This was clearly the result of the work of our Association. Later, through the untiring efforts of this same committee, this same tax was entirely abolished.

Most of these things were accomplished through very

able and very important committees, and very many members of our Association, I fear, never realized the value of this great work. We accept these changes in legislation oftentimes without giving due consideration or due credit to the work of the committees or body of men who are instrumental in bringing them about.

Very recently, through the efforts of this organization and others, a long step has been taken towards the reduction of the revenue tax upon alcohol in order that it may be placed upon a seventy-cent per proof gallon basis. Our Association has already committed itself to favoring this reduction.

Our Committee on Freight and Transportation during the last few years has done an immense amount of the ablest kind of work, and while up to the present time few tangible results are evident, yet the work that has been done by this committee will bear fruit one of these days, and we will all reap our share of the benefits.

We must not overlook the great work that our Committee on Fraternal Relations has done, in the way of establishing in very proper form a most valuable and praiseworthy list of trade names which is of most practical value and assistance to each of us and saves us many dollars' expense. In order that this particular branch of our work should be of the greatest value to us as members of the Association, it is necessary that every member of the Association (and we should include every perfumer in the country who is not a member of the Association), should co-operate most heartily with this committee, and should stand ready at all times with reasonableness and justice to uphold the hands of the chairman of this committee.

As the chairman of this committee will state in his annual report, the Bureau of Information regarding traveling salesmen is one that is appreciated very much by many members of our Association, and its value can be greatly increased by the co-operation of the members. The more we use this Bureau of Information the more valuable it will become, the more accurate will be the information furnished.

There is yet another great achievement: one that cannot well be measured in acts or deeds, and we as members of the Association can hardly find in our pockets any evidence of its real value to us as Manufacturing Perfumers or as men, and yet it is one of the choicest and one of the most praiseworthy accomplishments of our Association. It has brought us together as men. To-day I can look over this assembly and speak with a pleasing degree of familiarity with scores of our brother perfumers. We have become acquainted; we know each other as men and have learned to respect each other as men; and there is a real, substantial, and, we might say, financially benefit in this,

outside of that benefit that is hard to measure. For instance, only a short time ago the firm that I represent was disappointed in getting in its stock of glassware; what did we do? Called up some of our perfumers on the 'phone; asked them if they could help us out. Every man we called up was only too glad to divide with us and help us out of an emergency. To me, this is one of the most pleasing and most satisfactory results that has been accomplished.

Now these are only a few of the things that our Association has accomplished during the last thirteen years, and who is there among us that can look out into the future and say that there is not very much greater need of a continuation and strengthening of this Association to-day than there was for its existence thirteen years ago, when it was born? Everything is going along comparatively smooth to-day. We have few grievances. We have but few complaints to make, but, gentlemen, the time to prepare for war is in the time of peace. The stronger we become as a body, the more influence we will have with the powers that be when it comes to infringing upon the rights and privileges that we now enjoy. To me there never was a time when the necessity was more apparent for the existence and the maintaining and the building up of our Association than it is to-day. It is true that the manufacturing perfumers who are not members of our Association do, in a measure, perhaps, reap some of the same benefits, are permitted to gather some of the same fruits of our labors, and it does seem to me that those manufacturers should be willing to come in with us and bear their share of the burden because they in a measure reap their full share of the benefits.

Our organization in a sense reminds me of our national government, a federal organization where we in convention by mutual agreement make rules or laws, if we may so term them, while not legally binding, yet are rules and laws based upon a gentleman's agreement, if you please, that governs in a sense the whole work of the Association. Each member of this Association, we will say, represents a State in which he makes his own laws and his own rules and regulations and governs his own business in the same way that our States govern the affairs within their borders. We should, however, be careful that our own State laws do not conflict, but co-operate, with the Association or federal laws, as we might term them. Now, when an enemy approaches by way of adverse legislation, by the way of excessive discrimination in freight rates, by the way of undervaluation of goods brought into this country to be sold in competition with our own, every State, every perfumer, contributes his influence, his share of the whole in the national organization to protect our industry. This is as it should be, and I want to congratulate you upon the unity that has existed in the past, and I believe that the spirit of unity in our Association for the accomplishment of this very end was never more pronounced, never more needed than it is to-day.

This is the first session of our Thirteenth Annual Convention, and during the three days of this Convention it is my hope and desire that there will not be a member of this Association present who will not know every other member of the Association, who will not feel perfectly

free to introduce himself if necessary and become one of us in spirit and in work.

I have but few special recommendations to make. The reports of your various committees will show the live interest that these committees take in the work of the Association and emphasize the wisdom of assigning important work to a comparatively few selected men. We always get better results. It is not my purpose to go over these reports in detail, because they will be presented to you shortly by the chairmen of the different committees. The general condition of our industry, so far as I have been able to ascertain, has never been more prosperous. There are some problems that each manufacturing perfumer must solve for himself. The cost of raw materials is rapidly advancing, the cost of supplies of all kinds has advanced from 10 to 40 per cent. during the last year, the cost of selling is not decreasing by any means; therefore, the problem for each individual member to determine for himself is how to best meet this advance in natural cost of manufacturing and placing goods upon the market. I have talked with a number of our members and they have told me that irrespective of what the results may be or what their brother perfumers may do, they have gone into their private room and locked the door and marked up prices substantially. I want to express my thorough appreciation of the spirit of these perfumers. In my own judgment, we are all doing very much more in the way of discounts and transportation and free goods than we are called upon to do, and if we will but trust each other a little more and feel that there is no combination of any kind against us, we will be able to not only maintain our prices but get better prices for our goods, get larger orders, requiring prepaid charges, and on the whole reap some advantage of the general improved condition of business as it is and has been.

I realize that it is not in the province of the Association in Convention assembled to regulate prices and discounts, but it is in the province of every member of the Association to get the spirit of the times and stiffen up on his prices and discounts and bonuses and transportation allowances.

I further recommend that we, as American perfumers, be loyal in every sense of the word to the very spirit of America. Let us each one strive to put upon the market creations of our own that will have that marked stamp of individuality upon it that should it become popular will make it known throughout our great country as an American odor and not a foreign odor. I believe myself that American perfumers to-day are advancing rapidly along the lines of better grade of goods, are rapidly advancing along the lines of more economical, more profitable methods of selling goods. I think as an association we want to encourage in every legitimate manner the sale of larger packages and discourage as much as possible the sale of packages in which there is absolutely no profit for the manufacturer whatsoever. I want to recommend that this spirit of unity, of fellowship, be fostered and encouraged, and at our different sessions of this Convention I want to see every member know every other member. It will do us all good.



This report was referred to the Committee on Resolutions, when F. B. Marsh, Secretary, presented the following report:

Membership April 3, 1906:

Active Members.....	40
Associate Members.....	57
	97

Resignations during the year—From Active Membership: Zipp Mfg. Co., Cleveland. From Associate Membership: F. C. Barton, New York; The Sackett & Wilhelms Lith. & Ptg. Co., New York; The Rotograph Co., New York; August Giese & Co., New York.

Dropped from the roll—Associate Member: The Waterbury Paper Box Co.

Total resigned and dropped from the roll—Active, 1; Associate, 5—total, 6.

Additions during the year—Active Member: Sanitol Chemical Laboratory, St. Louis. Associate Members: Fidelity Glass Co., Tarentum, Pa.; Chemical Works, Ltd., U. S. Branch, D. Wilson, Mngr., New York; Innis, Speiden & Co., New York; W. B. Daniels, New York; M. A. Shaw & Co., New York.

Restored to Active Membership: Elysian Mfg. Co., Detroit, Mich. Associate: Kauffmann & Strauss Co., Detroit, Mich.

Honorary Members elected April 4, 1906: Sturgis Coffin, New York; Harry S. Woodworth, Rochester, N. Y.

Total additions to membership:

Active .....	1
Associate .....	5
Honorary .....	2
Restored to Active.....	1
Restored to Associate.....	1
	—
Total additions .....	10
Present membership, April 9, 1907:	
Active Members.....	41
Associate Members .....	58
Honorary Members .....	2
	—
Total .....	101

Net gain in membership during the year, 4.  
Report accepted and filed.

The Treasurer's report, submitted by W. A. Bradley, showed the organization to be in a most flourishing condition, with a larger surplus on hand than ever before. It was accepted and referred for audit.

REPORT OF THE EXECUTIVE BOARD, M. P. A.

FOR THE FISCAL YEAR ENDING APRIL 9, 1907.

Mr. D. H. McCONNELL, President.

SIR: After the adjournment of the Annual Meeting, April 5, 1906, the new Executive Board organized by the election of Mr. Ricksecker as Chairman and Mr. Marsh as Secretary.

The Secretary was authorized to draw from the Treasurer an amount up to \$200 to cover the annual expenses connected with his office.

The Entertainment Committee was instructed to hereafter furnish complimentary Banquet tickets to the members of the press who reported our meetings, also the Stenographer, not to exceed six in number.

At the meeting on May 2 it was determined that the Executive Board meetings hereafter should be held during luncheon, which has proved successful in securing a more general attendance as well as economizing time.

RECLASSIFICATION OF FREIGHTS.

In May Mr. L. B. Johnson, of Philadelphia, who had been recommended by the Committee on Freight and Transportation to present our petition for the reduction of rate of Freight Classification of perfumery to the Transcontinental Bureau, was authorized by your Board to go to their Annual Meeting in Chicago, June 4.

On June 8th Mr. Johnson sent us his report through Mr. Buck, Chairman. He started May 31. Notice of postponement of their meeting to June 25th came too late to intercept him, and a consequent second trip was determined upon by your Board.

At our meeting October 13th, Mr. Buck read a report from his Committee.

While the Bureau declined to grant our petition for reclassification of freight rates, our Executive Board felt that the interests of our Association had been fully and ably presented, and Mr. Buck's report was accepted with hearty approval of the thorough and intelligent handling of this complicated subject.

The total expenses connected with this effort were \$265.15, which was ordered to be paid.

CAMPAIGN OF EDUCATION.

At this meeting Mr. Ricksecker presented the article he had been requested to prepare as part of the Campaign of Education, entitled "*American Sagacity vs. Prejudice.*"

This article was unanimously approved, and each member present promised co-operation securing wide publicity in the various publications of the country.

It has been published in the following journals: *Detroit News*, through Mr. Davis; *Rochester Herald*, through Mr. Wright; *Philadelphia Record*, through Mr. Buck; *San Francisco News*, through Mr. Rieger; *Grand Rapids Journal*, through Mr. Jennings; *New York Journal of Commerce*, through Mr. Ricksecker; *New York Press*, through Mr. Ricksecker; *New York Tribune*, through Mr. Ricksecker; *Soap Gazette*, through Mr. Ricksecker; *AMERICAN PERFUMER*, through Mr. Ricksecker; *American Druggist*, through Mr. Ricksecker; and partially in others.

The circulation of, say, nearly a million copies has been secured without the expenditure of a dollar of the Association's money, although it appropriated \$150.

The space occupied was from half column to a full column.

Our members manifest a decided increase of interest in this Campaign of Education and belief in its efficiency.

This should be supplemented this year by educational articles involving several millions of circulation and a more liberal appropriation.

Our Association sent resolutions to the Pennsylvania Railroad requesting them to rescind their rule requiring deposit from purchasers of mileage books.



This the Pennsylvania Railroad have done.

#### PURE FOOD LAW.

On December 10th your Board met to discuss the bearing of the Pure Food Law upon our industry.

The Board had as guests at this meeting, Mr. Caswell A. Mayo, Editor of the *American Druggist*, and Dr. Wm. Schieffelin, President of Schieffelin & Co., New York. Both of these gentlemen had been to Washington and had conferred with Dr. Wiley, and cheerfully gave us the benefit of their advice.

The Board authorized the publication of and sent each member a statement embodying the recommendations and conclusions reached.

#### AMENDMENTS TO THE CONSTITUTION.

At the meeting March 11, certain Amendments to the Constitution and By-Laws, which were proposed by the Treasurer, were recommended to the Association for action at this meeting.

#### TRADE NAMES

Your Board requested the Committee on Fraternal Relations to publish a supplementary list in order to bring the list up to date, but not to attempt a comprehensive revision of the entire list until after the Special Committee on Trade Marks had made its report.

The Special Committee were authorized to spend a sum not to exceed \$150 for the purposes of the Committee.

We recognize the necessity of a thorough revision of this list and a specific set of rules, and regret that the Special Committee has as yet made no report to this Board.

#### APPROPRIATION FOR ENTERTAINMENT COMMITTEE.

As in previous years, the Chairman of this Committee was informed he could draw upon the Treasurer for a sum up to \$500 to cover the needs of that Committee, subject to the approval of the Board.

Mr. Brohel, Committee on Exhibit, reported he had deemed it best to defer proposed action and to more definitely formulate his ideas for consideration by the Association at this meeting.

#### PERSONAL.

In retiring from this Board, after serving 9 years as a member, including 6 years as Chairman, I wish to express my thanks to you all for your patience and co-operation and for the honor conferred, and to bespeak for my successor your continued generous support.

Respectfully submitted,

THEO. RICKSECKER,  
Chairman.

The Committee on Trade Interests reported through its Chairman, W. A. Bradley, that nothing of special interest had been undertaken during the year, though it was hoped soon to have the Perfumers agree as to discounts, freight, etc. It denounced emphatically the practice of some manufacturers who use foreign labels on American products, stating: "The time is ripe when we should be proud to establish and brand our products as American,

and to inculcate in the minds of the consumers of perfumery and toilet articles a firm belief in the superiority of American Perfumery."

The Committee on Entertainment, through its Chairman, J. Edward Young, Jr., reported the programme for the social entertainment of the members.

The Report of the Committee on Fraternal Relations was as follows:

APRIL 2d, 1907.

Mr. President: The feature of the report of the Committee on Fraternal Relations consists of Supplement No. 2 of the Sixth Edition (January, 1905) List of Trade Names of Manufacturing Perfumers of the United States. A copy was mailed to each Perfumer in the country. This Supplement is more effective in giving prominence to the new names registered than if these names were merely added to the Original List. However, we would suggest that now a complete list be published, combining the List of 1905, the two supplements and all the names registered at Washington up to date.

One hundred and forty-nine new names have been registered during the year, a few names have been withdrawn and duplications avoided in a great many cases. At the present time there are 2,342 names registered.

Two general notification lists of names submitted for registration have been sent out during the year, and these lists have also been published in at least five trade papers. There is no lack of publicity.

A year ago the Executive Board referred to the Association recommendations made by this Committee, resulting in the appointment of a Special Committee. It is desirable that some conclusion be reached to enable the work to be continued more intelligently and with more authority.

The Bureau of Traveling Salesmen seems to be appreciated by those who have sought information, and should be used to good advantage by more members of the Association.

Respectfully submitted,

A. M. SPIEHLER,  
Chairman.

JAMES E. DAVIS,  
ARAUNA M. VAIL,  
ALBERT F. WOOD,  
A. B. CALISHER,  
Committee.

#### REPORT OF THE COMMITTEE ON IMPORTATIONS AND UNDERVALUATIONS OF FOREIGN GOODS.

D. H. McCONNELL, Esq., President:

SIR—The conditions of trade coming under the purview of this committee have not, during 1906, called for great activity on the part of its members. Inquiry has failed to reveal any important infractions of the law on the part of importers of foreign goods, and we believe, for the most part, these goods have been imported at a fair valuation.

## IMPORTATIONS OF FOREIGN PERFUMERY.

The customary statement of these importations, which has heretofore been embodied in the Report of the Committee on Legislation, is herewith submitted for the fiscal year ending June 30th, 1906:

## IMPORTS

of Perfumery and Toilet Preparations for 1884, and from 1890 to 1906, with Percentage of Duty on Same.

ALCOHOLIC PERFUMERY. PARAGRAPH 2.			PREPARATIONS FOR HAIR, MOUTH, SKIN AND TEETH, PARAGRAPH 70.			
	Value of Imports.	DUTY.	Equivalent Advalorem Duty.	Value of Im- ports.	DUTY.	Total of Par. 2 and 70.
1884	\$273,897	\$2.00 per gal- lon and 50 per cent.	61.32	\$163,173	50 per cent.	\$437,070
1890	\$257,464	do.	62.25	\$118,159	do.	\$375,603
1891	258,831	do.	62.74	159,125	do.	417,956
1892	267,331	do.	62.25	176,324	do.	443,655
1893	296,706	do.	61.77	209,777	do.	506,483
1894	233,281	do.	61.56	170,709	do.	403,990
1895	300,569	do.	63.27	30,245	do.	587,350
1896	337,005	do.	62.48	256,536	40 per ct	600,946
1897	374,497	do.	64.81	263,881	do.	694,597
	16,565	do.	67.83	320,100	do.	
1898	{ 262,271	{ 60 cts. per lb. 45 per cent.	67.72	10,373	do.	413,219
				124,010	50 per ct.	
1899	332,626	do.	67.72	167,100	do.	499,726
1900	334,967	do.	68.74	175,606	do.	515,573
1901	382,679	do.	68.12	207,885	do.	590,564
1902	442,168	do.	67.46	266,700	do.	708,168
1903	510,642	do.	66.87	313,308	do.	824,040
1904	508,536	do.	65.41	336,085	do.	844,621
1905	534,946	do.	65.82	394,310	do.	929,256
1906	585,968	do.	66.39	473,228	do.	1,059,196

The imports for the fiscal year ending June 30, 1906, equal..... \$1,059,196

The imports for the fiscal year ending June 30, 1905, equal..... 929,256

Showing an increase for 1906 of..... 129,940  
—OF 14 PER CENT.

A considerable increase is again shown. The percentage of increase is not quite one-half larger than in 1905.

This may be partly accounted for by the fact that our country has passed through a year of unexampled prosperity and the people have indulged their taste for high-priced foreign goods, which, though more expensive, are no better than much of the domestic make which they could have bought for less money.

Respectfully submitted,

HENRY DALLEY,  
Chairman.

RICHARD A. HUDNUT,  
HARRY SCHANDEIN,  
Committee.

## THE REPORT OF COMMITTEE ON TRADE MARKS.

GENTLEMEN—Your committee was somewhat reluctant in taking up the work that the Association has assigned to us—not altogether because we are not disposed to assist in the work of the Association in every way that is possible, but this particular work would seem to be somewhat technical and, therefore, your committee felt a little

hesitation in taking it up and adopting rules for the guidance of the Committee on Fraternal Relations in regard to the registration of trade names.

Your committee, therefore, unanimously recommended the Committee on Fraternal Relations, of which Mr. Spiehler is chairman, to secure from Washington all registered or patented trade names that are to be applied to perfumes, toilet articles or soaps, and that these registered or patented trade names be included in the new revised and complete list of trade names, which should be gotten out in the early part of this year. It also recommends that in listing these registered or patented names they be indicated by a special mark among the complete list of names enrolled, placing on the registered number. We recommend, therefore, the elimination from our new list of all geographical names or names of flowers without any descriptive words—said names being names not capable of registration.

We submit the following rules to the consideration of the Convention, which governs the Committee on Fraternal Relations in future registration:

First—All trade names for perfumes, toilet waters and so forth must be submitted to the chairman of the Committee on Fraternal Relations, stating that said names are registered or patented.

Second—In case the trade name is to be applied to toilet waters, sachet powders, and so forth, as well as perfumery, it must be so stated and registered. When a name is reported to the Committee on Fraternal Relations which has a marked similarity to another name, and in the judgment of the committee would be misleading or confusing, the same will be rejected and the applicant notified.

Third—Before granting registration to any trade name the chairman shall cause said trade name to be published at least once in some one of the drug trade journals, and will also notify each manufacturing perfumer by mail in the United States of such application, and any perfumer claiming a prior right to said trade name shall file his objection within ten days of date of notification, stating and giving sufficient data to enable the Committee on Fraternal Relations to clearly decide in regard to registration.

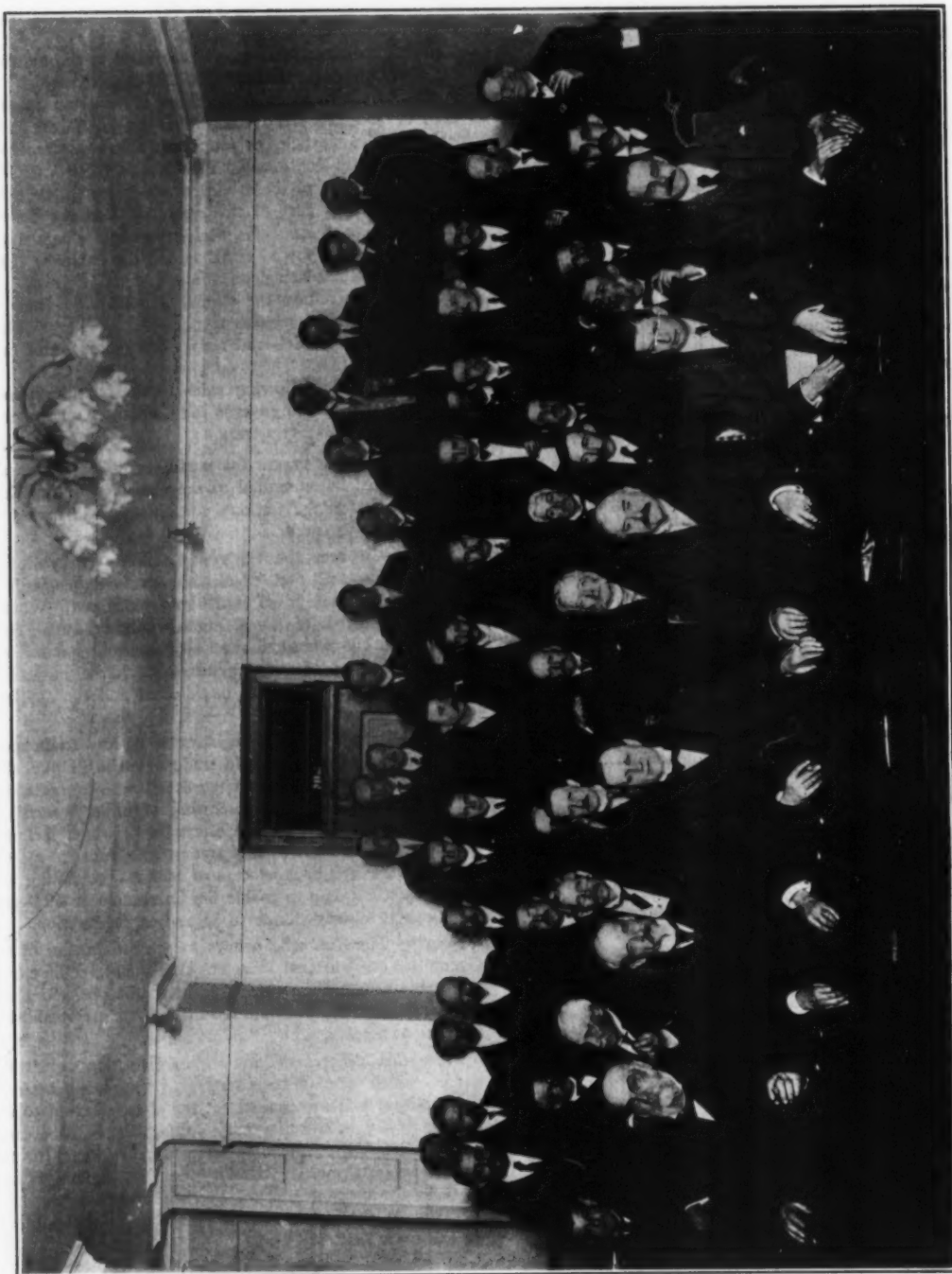
Fourth—The firm who proves to the satisfaction of the Committee on Fraternal Relations that they have first used any name as a trade name is entitled to have said name registered with this committee. Priority of use establishes rightful ownership.

Fifth—All differences in the registration of trade names which cannot be satisfactorily adjusted between the applicant and the committee should be referred to the Executive Board, and they have power to act on the same whether referred to them by either of the parties or the Committee on Fraternal Relations, and the registrant shall abide by the decision reached by the Executive Board.

Sixth—As there is no further work for this committee, we ask to be discharged.

Respectfully submitted,

D. H. McCONNELL,  
A. D. HENDERSON,  
GILBERT COLGATE, Chairman.



THE MANUFACTURING PERFUMERS IN CONVENTION.

## REPORT OF SPECIAL COMMITTEE ON PARCELS POST.

Your committee has found the time and attention of the National Congress so fully occupied during the past year in the consideration of other reform legislation, inspired by our insistent and vigorous President or by organized bodies of citizens or public sentiment, that the time did not seem to us ripe for aggressive action looking to the reformation of our admittedly backward and deficient postal service.

While the free denatured alcohol bill, railroad rate regulation, meat inspection, pure food and drug law and other similarly progressive measures of the past twelve months have kept consideration of postal matters in the background, it has paved the way for an overhauling of methods in the postal service which is, from its nature, closely interwoven with the transportation problem.

Alleged abuses of the second-class mail privilege, excessive mail car rentals, abuse of the franking privilege (especially when used during mail weighing periods for fixing railroad compensation) and other impositions by the contracting private corporations, are receiving Executive and Congressional investigation, while the bill recommended by this Association last year, consolidating third and fourth-class matter to take a rate of 8 cents a pound, has received the indorsement of the President and Postmaster-General.

Friends of the parcels post, both in and out of Congress, experienced in federal legislation, assure us that the time is near when the charge that our postal service, in comparison with that of other commercial nations, is behind the times, inadequate and restrictive, will not be met with indifference at Washington. Thus encouraged, your committee has, by correspondence and interviews, been sounding public sentiment, learning who are the friends and who are the foes of the parcels post.

The powerful transportation corporations (railroad and express) at Washington have so far been able to block every effort to modernize the mail service, which is, in fact, at present less efficient commercially than thirty years ago.

In the 70's the common rate on merchandise mail was 8 cents a pound; to-day it is still 8 cents a pound on some merchandise—raw peanuts, for instance—but if we take our peanuts roasted it is 16 cents a pound. We are now shut out of the mails entirely on the products of our factories unless we pay 100 per cent. more than was once charged for the same service, and packages weighing over 4 pounds we cannot send by mail at any price. The express companies, thus secure from competition, have largely increased their charges since 1903 on small parcels (50 pounds and less) in some cases 45 per cent. Even that advanced charge is sometimes multiplied by two on the pretence that the receiving express company has no office at destination—a mere fiction, for the express companies are but parasites of the railroad companies, created to juggle charges and cover extortion. Through billing is as easy in an express car as in a box car or a mail car.

The power of the transportation companies at Washington is waning because of the robust treatment they are getting at the hands of our strenuous President in his fight for a "square deal," so they are soliciting support

in their resistance to a change, and with more or less success, from the very victims of their discrimination and extortion.

The country merchant in all lines suffers most from the extortion and discriminations of transportation companies. It robs him of a large part of his normal profits and it also very largely restricts his sales by diverting a trade that is nominally his to the mail order or catalogue houses that have built up such vast businesses in the past few years. It is said 50 per cent. of the farmers' wants in some sections are supplied independent of the local dealers. Strange as it may seem, although the cost is more and the facilities less for shipping by mail now than they were before the advent of the mail order houses, many country merchants have been converted to the idea and believe that the extension of the mail service by installing the parcels post would hurt them and help the mail order house.

With the parcels post so that he can order of the manufacturer or jobber single articles as called for and have them delivered at a trifling cost, the country druggist, like the city druggist, can sell anything that is made that is called for, and deliver it in a day or so by ordering the same of the manufacturer or nearest jobber. The present impossibility of the country dealer supplying articles not in stock because the express charges on them would be greater than the profit would be ended, and trade would again go through the country dealer, its natural channel, and diversity of stock and special rates would not enable the mail order houses to get the lion's share.

Proof of this is seen in countries that have the parcels post. People naturally prefer to deal with those they know and to see articles they buy before they pay for them.

Parcels post rates in the three principal countries and merchandise rate in United States:

Great Britain—1 lb., 6c.; 2 lbs., 8c.; 3 lbs., 10c.; 4 lbs., 12c.; 11 lbs., 24c.

France—7 lbs., 12c.; 11 lbs., 16c.; 22 lbs., 25c.

Germany—11 lbs., 12c., or to Switzerland, Holland or France, 20c.

(Rate in Great Britain and Germany also pays for insurance.)

United States—3 lbs., 48c.; 7 lbs. (must be in two parcels), \$1.12; 11 lbs. (must be in 3 parcels), \$1.76.

Some say distances are greater in United States. The British Colonial parcels post takes packages all over the world at following rate:

3 lbs., 24c.; 7 lbs., 48c.; 11 lbs., 72c. The charge also covers insurance.

The cost of transportation must be met by traders or goods will not be moved. Extortionate charges reduce profit of both buyer and seller, reduce consumption, reduce trading and divert the gain of industry from the industrious many to make swollen fortunes for the idle few.

The progressive forces of this country favor the parcels post. Organized labor and organized farmers are for it. Interviews with the leaders of these forces show the time is ripe for united effort.

A business men's organization similar to the one that successfully handled the denatured alcohol measure, to



marshal these forces and concentrate their strength, is, in the opinion of your committee, the next step.

F. F. INGRAM,  
JAMES E. DAVIS,  
HENRY DALLEY.

The Committee on Legislation reported in part as follows:

It is gratifying to be able to report that our efforts to secure a law legalizing the use of untaxed denaturized alcohol in the manufacturers and arts have been successful. The effect of this law upon the manufacture of perfumery will, unless conditions are materially changed, be unimportant to this association, inasmuch as, up to the present time, it has not been found possible to properly use either high grade wood alcohol or denaturized ethyl alcohol in the manufacture of perfumery, although we are informed that there have been many experiments carried on for this purpose.

The connection of this association with this movement has been secondary, inasmuch as the chairman of your committee is also the chairman of the committee of manufacturers upon which devolved the work of effecting this legislation. The work of that committee, while bearing directly upon Congress, was done through outside means and in a way which is unique in the history of legislation, but its effectiveness may be measured by the fact that the bill authorizing the use of denaturized alcohol, was passed in the House of Representatives by a vote of 222 in the affirmative to 7 in the negative, and in the Senate without a division, a result unprecedented in the history of this sort of legislation.

The efforts of this committee of manufacturers will, during the next Congress, be directed toward a reduction in the internal revenue tax on grain alcohol. This association has a direct interest in this legislation, and its members will be called upon to use their best endeavors to promote it. What the outcome of our efforts will be it is of little use to prophesy, but we believe we shall be successful, and that the tax will be reduced to a point where it will not only be of great importance to manufacturers, but will safeguard the interests of the government.

Respectfully submitted,

H. DALLEY,  
Chairman.

The Report of the Committee on Freight and Transportation, J. Clifton Buck, Chairman, was an exhaustive account of the attempt made by this committee through its counsel to have the Pacific Coast rates amended by the Trans-Continental Freight Bureau. Although the effort was intelligently made, and all possible arguments were brought to bear, no modification of the rate or classification could be secured. The effect of the agitation has, however, resulted in the fixing of such a rate on European shipments that the American manufacturer is not discriminated against. The report was listened to with much interest.

The Committee on Exhibit reported through its Chairman, Jos. A. Brohel, that it seemed inadvisable to hold

the exhibition in connection with the meeting of the Association and advised a broader plan, at some future time.

The Committee on Membership reported through Chairman E. V. Killeen, giving a full account of the efforts made for securing new members, and retaining the interest of present members. It was suggested that the chairman of this committee should hereafter be an Active instead of an Associate Member, for various reasons.

Then followed the report of the Committee on Resolutions:

#### REPORT COMMITTEE ON RESOLUTIONS.

MR. PRESIDENT AND GENTLEMEN: The Committee on Resolutions desire first to thank the chairman of the various committees for furnishing so promptly their reports, thus enabling our committee to do its work with convenience.

The reports indicate that active work has been done during the past year, and that the members of the various committees have been alert to the interests of the Manufacturing Perfumers' Association.

The address of the President naturally received the first attention of this committee, and his desire to emphasize the work of the Association, and that feeling of good fellowship which permeates throughout the paper, we feel should be heartily sanctioned and endorsed by every member.

We respectfully recommend that as individual members we be loyal to American-made perfumes, and continue to manufacture goods of a superior grade, so as to successfully compete with foreign brands.

The report of the Committee on Membership clearly shows that this committee has been active and has been doing its work well. We regret that we cannot recommend the appointment of an active member of the Association as chairman of the Committee on Membership, for we feel that an associate member is brought in closer touch during the year with the Manufacturing Perfumers more than an active member. We also appreciate the fact that this committee needs assistance in gathering together data in order that they might be conversant with the ideas and wishes of the Executive Board, and we, therefore, beg to suggest that by keeping in close touch with the Secretary or Executive Board of the Association such knowledge might be had.

The Committee on Freight and Transportation comes before the Association again with a full and complete report of its work, showing conclusively that its chairman has been working exceptionally hard for the good of the members of our Association, and while complete success has not crowned his efforts, we know that his work has been well done, and the data which he has collected will be of much benefit when the general unsettled conditions of railroad matters are over and the present laws are changed. His success in having the Pennsylvania Railroad reduce their mileage book from 3 cents per mile to 2 cents, must be appreciated by all.

The report of the Committee on Trade Interests indicates very clearly that united co-operation to absolutely cure existing evils cannot be accomplished at this time, but we



believe that the effect of their efforts will be felt, and we recommend that the work of this committee be continued until success shall be its reward. We feel that the pressure of higher cost for all materials will make it pertinent for each manufacturer to zealously guard against the large item of expense which is made up by extra discounts, free transportation, long datings and bonuses.

The Committee on Fraternal Relations suggests that a complete list be published, combining the 1905, the two supplements, and all the names registered at Washington up to date, and we recommend that this suggestion be acted on by the Association. The value of this committee's work must not be overlooked, nor the volume of actual work in connection with the compiling of the list of trade names which has been done so satisfactorily. The Bureau of Traveling Salesmen, which this committee has charge of, we feel should be used by all members of the Association, and we recommend that now that this Bureau has been well established that all take advantage of the opportunity it affords.

The Committee on Importations and Undervaluations of Foreign Goods reports that their inquiry has failed to reveal any important infractions of the law, and we congratulate the Association that through this committee's efforts this misdemeanor has practically ceased, so far as we are concerned.

In regard to the report of the Committee on Parcels Post, your committee feel that this committee has done most creditable work, and has given us a great deal of valuable information regarding the advantages of parcel post. There are, perhaps, few members of the Association that could have laid before us the information so clearly and so strongly expressed as is contained in this report, and the Committee on Resolutions earnestly recommend that this committee be continued with its present chairman. We offer the following resolution:

*Resolved*, That the highest welfare of this country demands the widest extension of the sphere of the Post Office, its most economic and efficient administration, and especially demands a parcels post, domestic and foreign, equal to that of any other country; be it further

*Resolved*, That the present Parcels Post Committee be combined with the Committee on Freight and Transportation, and this committee be given full authority to act on its own discretion.

It being the sense of this Association that an adequate parcels post should be established, the Parcels Post Committee is authorized to draw on our treasury for actual expenses, subject to the approval of the Executive Committee, to be incurred in behalf of this purpose to a total sum not to exceed \$500.

The Committee on Legislation calls our attention to the fact that this committee will use its efforts during the next Congress looking toward a reduction in the Internal Revenue Tax on grain alcohol. We recommend that the Association endorse the contemplated work of this committee, and that the individual members of the Association lend to the measure their aid.

We have already had a sample of the work of the Committee on Entertainment, and we wish to congratulate its chairman on the sample furnished, and we have no hesitancy in placing an order for the balance of his stock. We

fully realize the amount of work which the Entertainment Committee have performed, and we feel that the Association has been very fortunate in having such a wide-awake up-to-date and proficient head of this committee.

The Committee on Resolutions recommend the adoption of the report of the special committee on trade names, and that the subject be placed in the hands of the Committee on Fraternal Relations.

The report of the Execution Board shows that a great amount of work has been accomplished in the campaign of education during the past year, and we recommend a furtherance of this work and an appropriation sufficient to carry on the work in a still broader field.

In accordance with the President's address, we recommend that at the next meeting of the Convention that on the evenings of the first session a social entertainment be held at which time the members will have a good opportunity of meeting one another and becoming acquainted, and we further suggest that the ladies be invited to this reception.

We recommend the Secretary shall forward to each member a programme of the work of the Convention and of the entertainments.

Respectfully submitted,

A. D. HENDERSON,  
Chairman.

On the last day of the Convention several matters of special interest were discussed and action was taken.

Article III of the Constitution was amended to read: "Any firm, individual or corporation who also manufactures in other countries (excepting American Manufacturers who have branch houses) may be elected to Active Membership, provided the products are made in the United States, and bear labels so stating."

During the sessions of Wednesday and Thursday several most interesting papers were read and discussed. They were as follows: "The U. S. Food and Drugs Act and Its Bearing on Perfumery Products," by C. A. Mayo; "The Origin of Perfumery," by James E. Davis; "Ambergris," by Henry Dalley; "The Manufacture of Perfumery in the United States," by Theodore Ricksecker; "Growing Flowers for Perfumery," by F. B. Marsh; "Marketing Perfumery," by J. Clifton Buck. All of these articles will appear in full in the Review as space permits.

A resolution of sympathy with W. P. Ungerer, the oldest Perfumer in the United States, well known to all the trade, who is now so ill, was passed by a standing vote; as well as a vote of welcome to Wm. Rieger.

It was also passed that in the next issue of the Year-Book of the Association a sketch and picture of Henry Dalley, the "Father of the Association," should appear.

The following officers were elected: President, Theodore Ricksecker, New York; First Vice-President, F. F. Ingram, Detroit; Second Vice-President, Gilbert Colgate, New York; Secretary, W. H. Hyde, Cleveland; Treasurer, Wm. A. Bradley, New York; new members of the Executive Board; D. H. McConnell, Frank B. Marsh. All of these were duly installed, delivering brief speeches of acceptance.

## THE SOCIAL SIDE OF THE CONVENTION.

A most important and popular side of the Convention was the Social Side in the hands of the Committee on Entertainment—J. Edward Young, Chairman, New York; D. W. Hutchinson, New York; H. O. Brawner, Baltimore; Wm. G. Ungerer, New York.

The Theatre Party given at the Casino was fully enjoyed notwithstanding the very unpropitious weather, and the Supper following at the Café des Ambassadeurs was an occasion for great sociability.

On Thursday evening came the Banquet and Vaudeville at the Knickerbocker Hotel, enjoyed in the hearty spirit in which all was provided. On the very artistic Programmes, printed by Geo. E. Tooker, was the following:

## MENU.

Huitres de Blue Point  
 Celérie Radis Olives  
 Consommé double Regence  
 Filet de Bass rayée à la Venitienne  
 Barquettes au Paprika  
 Tournedos sautés à la Chasseur  
 Pommes Montgolfier-Haricots verts à la Maitre d'hotel  
 Suprême de ris de veau à la Royale  
 Sorbet aux Cerises  
 Poussins rotis au beurre  
 Salade Alice  
 Biscuit glacé à la Knickerbocker  
 Friandises—bonbons—Petits fours  
 Fromage  
 Café

## THE VAUDEVILLE.

1. Jacob's Dogs.....European Novelty Act
2. Lilian Doreen....From the Tivoli and Oxford Music Halls, London
3. Ed. Latel.....America's Funniest Musical Comedian
4. Doherty Sisters.....Singing and Dancing Comediennes
5. William Cahill....."The Man from Ireland"
6. La Tour Sisters.....The Little Comediennes

Frederic Watson, Pianist.

Music by the Maeldoft Quartette.

Direction of Gottschalk & Alpuente.

## HONORARY MEMBERS PRESENT.

Harry S. Woodruff.  
 Sturgis Coffin.

## ACTIVE MEMBERS PRESENT.

A. P. Babcock, New York,  
 H. W. Ferguson,  
 Wm. Henderson.  
 D. R. Bradley & Son, New York,  
 D. R. Bradley,  
 William A. Bradley.  
 A. B. Calisher & Co., New York,  
 A. B. Calisher.

Colgate & Company, New York,  
 Gilbert Colgate.  
 Crescent Perfume Co., Rochester, N. Y.,  
 A. H. O'Connor.  
 Elsinore Perf. Co., New York,  
 C. Van Skiver.  
 Goetting & Co., New York,  
 D. H. McConnell,  
 A. D. Henderson.  
 R. Hudnut's Pharmacy, New York,  
 Richard A. Hudnut.  
 F. F. Ingram & Co., Detroit,  
 Frederick F. Ingram.  
 Jennings Manufacturing Co., Grand Rapids, Mich.,  
 W. W. Fox.  
 The Andrew Jergens Co., Cincinnati, O.,  
 Edward Ewer.  
 Ladd & Coffin, New York,  
 Benjamin I. Mott.  
 Lazell, Dalley & Co., New York,  
 Henry Dalley,  
 Henry A. Dalley,  
 F. S. Amerman,  
 Ed. Dalley.  
 R. H. Macy & Co., and Abraham & Straus, New York,  
 Joseph A. Brohel.  
 Michigan Drug Co., Detroit,  
 James E. Davis.  
 The Theo. Ricksecker Company, New York,  
 Theo. Ricksecker,  
 Frank B. Marsh.  
 Paul Rieger & Co., San Francisco,  
 Wm. Rieger.  
 The Abner Royce Company, Cleveland, O.,  
 S. S. West,  
 W. H. Hyde.  
 C. H. Selick, New York,  
 George Selick.  
 Schandain & Lind, Philadelphia,  
 Monroe P. Lind.  
 Smith, Kline & French Co., Philadelphia,  
 J. Clifton Buck,  
 R. R. Moyer.  
 Adolph Spiehler, Rochester, N. Y.,  
 Adolph Spiehler,  
 A. M. Spiehler.  
 Frederick Stearns & Co., Detroit,  
 Frederick S. Stearns.  
 Vail Bros., Philadelphia,  
 A. M. Vail.  
 Alfred Wright, Inc., Rochester, N. Y.,  
 Alfred G. Wright.

## ASSOCIATE MEMBERS PRESENT.

Bruno-Court, Grasse, France,  
 T. H. Grossmith,  
 Robert Reade.  
 Buedingen Box & Litho. Co., Rochester, N. Y.,  
 Carl Buedingen.  
 Antoine Chiris, Grasse, France,  
 Christian G. Euler,  
 W. B. Robeson.

Chuit, Naef & Co., Geneva, Switzerland,  
W. G. Ungerer.  
W. B. Daniels, New York,  
W. B. Daniels.  
Dodge & Olcott Co., New York,  
C. Beilstein.  
P. R. Dreyer Co., New York,  
P. R. Dreyer,  
E. C. Boggis.  
C. H. Forsman Co., Philadelphia, Pa.,  
C. H. Forsman.  
H. C. Fox & Sons, Philadelphia,  
Florence Fox.  
Fritzsche Bros., New York,  
F. E. Watermeyer,  
Julius Kochler.  
T. H. Grossmith, New York,  
T. H. Grossmith,  
H. K. La Forge.  
Heine & Co., New York,  
Richard F. Fischer.  
D. W. Hutchinson, New York,  
D. W. Hutchinson.  
Jeancard Fils & Co., Cannes, France,  
W. G. Ungerer.  
E. N. Lorschieder Co., Rochester,  
J. W. Lorscheider.  
George Lueders & Co., New York,  
George Lueders,  
E. V. Killen,  
F. Weber.  
Magnus, Mabee & Reynard, New York,  
P. C. Magnus,  
D. W. Mabee,  
G. C. Reynard.  
National Aniline & Chemical Co., New York,  
Charles H. Alker.  
Rockhill & Vietor, New York,  
E. W. Bowman.  
Roure-Bertrand Fils, Grasse, France,  
Edwin H. Burr.  
M. A. Shaw & Co., New York,  
M. A. Shaw,  
Horace G. La Monte.  
Shipkoff & Co., Kazanlik, Bulgaria,  
Christian G. Euler,  
W. B. Robeson.  
I. Springer & Co., New York,  
Carl Bomeisler, Successor.  
Swindell Bros., Baltimore, Md.,  
H. O. Brawner,  
Wm. Swindell.  
Synfleur Scientific Laboratories, Monticello, N. Y.,  
Alois von Isakovics.  
The Thompson & Norris Co., New York,  
Louis E. Elldrot.  
Thurston & Braidich, New York,  
J. Edward Young, Jr.  
Ungerer & Company, New York,  
W. G. Ungerer,  
F. H. Ungerer,  
Edward Trippe,

C. A. Russell.  
Van Dyk & Co., New York,  
Louis A. Van Dyk,  
S. Iserman,  
Geo. H. Epstein.  
A. H. Wirz, Philadelphia,  
Henry M. Wirz.  
Richard Young Co., New York,  
J. H. Montgomery.

## ON THE SCENT.

### AT THE CONVENTION.

Among the leading thinkers present was Professor S. F. Chandler, of Columbia University. It seemed a pity that some of his wisdom could not be given forth, but no one dared to make a speech.

It was a pleasant surprise to the members to have their friend Wilbur nominated for Secretary. His expansive brow may get a wrinkle or two from the labor, but he is safe to bring it through with brilliancy.

What with Smack and "Cupid" there was no little life at the banquet. By the way, doesn't a Smack usually accompany Cupid? Is it true that Smack has applied for a job to Klaw and Erlanger? Or is it Belasco?

It is a splendid proof of the importance to be attached to the social side of the Convention, that so prominent a member of the trade as Mr. Gilbert Colgate made it possible to be present at the banquet. He could not fail to note the elegance and good taste of all who partook of it.

No! We are not going to engage the cartoonist of the *World*. The sketches of some of our leading Perfumers were far from dignified, not even in good taste. There is no reason that a prominent paper like the *World* should not handle the meeting in the manner which its deliberations deserve.

The intelligent work of J. Edward Young, Jr., as head of the Entertainment Committee, showed what a tyro could do. Even the work of the veteran Will Ungerer was eclipsed, for every feature was received with applause and appreciation. Even the weather did not dampen the ardor of the theatre-goers, and the wine could not dampen the spirits of many at the banquet.

### A NEW AROMATIC ALDEHYDE.

Von Soden and Trett have oxidized the alcohol nerol which they isolated from neroli oil and found to be isomeric with geraniol, and find that the aldehyde resulting, which they term neral, is isomeric with citral, and is probably identical with the so-called citral *b*. Citral *a*, the principal oxidation product of geraniol, would therefore be correctly described as geranial, and citral *b* as neral. The two aldehydes, as well as the two alcohols, are in all probability stereoisomers.

## THE ORIGIN AND HISTORY OF PERFUME.\*

BY JAMES E. DAVIS, DETROIT.

The origin and history of perfume—the subject assigned me by the President for my paper to-day—is so exquisite a theme, and is so intimately associated with the history and progress of the human race from prehistoric times to the present hour, that it is far better suited for treatment by a poet, or a historian, than by a business man and manufacturer, who makes no pretensions whatever to ability in these lines. Fortunately, however, the city of my residence has a noble public library, and burrowing amid its treasures, I have been able to gather a great amount of information suitable for my purpose. Kind friends, both at home and abroad, have courteously come to my assistance with notes of considerable interest, and one or two members of my family have patiently aided me in translations.

Personally, I have found the study of the subject absorbingly interesting. It is true that the few minutes at my command here to-day admit of but the most cursory treatment of the theme. Nevertheless, I hope that my confreres who honor me with their attention will feel repaid in some degree for their expenditure of time.

Many able writers, from Aspasia, the gifted wife of Pericles, to the late Eugene Rimmel, have exercised their pens upon this theme, and it possesses quite a literature of its own. I will say, for the honor of our craft, that the charmingly written and profusely illustrated brochure of the latter, published nearly half a century ago, is by far the most interesting work on the subject that has fallen under my eye.

For centuries the word "perfume" has been applied to all pleasant odors, but originally it had a more restricted meaning. It is a compound of two Latin words—"per" meaning "by" or "through," and "fumus" meaning "smoke," conveying the idea of incense, for it was as incense that perfume was first employed, being used in connection with religious rites.

A cultured friend of mine, in conversation with me one day, spoke of "the lotus as having its root in the mud of the Nile, and its perfume at the throne of God." Evidently that thought was in the mind of men in remotest antiquity. Whether or not prehistoric man was conscious of perfume, we can never know. The probability is, that surrounded by a rankly luxurious vegetation, his olfactory nerve was obtunded. When man developed the ability to create fire, it is likely that the intense fragrance of certain gums and resins in the woods consumed attracted his attention; and as contrast intensifies impressions, it is altogether reasonable to suppose that when sacrificial observances were instituted, he noted the agreeable character of these pleasant odors, in contradistinction to the disagreeable smells of burning flesh, horns, hair and wool.

A poet asked by a utilitarian of what use he was in the world, replied, simply: "To appreciate the fragrance of

flowers." The reply argued that the unpoetical lacked the keen perception of sense necessary to a full realization of this divine boon to mankind. It also argued that it is a worthy vocation to appreciate, enjoy and extol the glories of nature. These glories appeal particularly to the senses of sight, hearing and smell, and it may be doubted if the delight experienced by the olfactory nerve is a whit less pleasing than the delight of the nerves of vision and audition. That gifted woman, Olive Logan, used to declare that it was possible the soul, which eluded the physiologists, was located in the olfactory nerve. If that be its location, it is easily understood that those who appreciate the perfume of flowers have the poetic soul.

Superficially educated persons frequently entertain the belief that the priests of ancient times were crafty men, who preyed upon the ignorance and superstition of humanity. Many scholars, however, are of the opinion that they were wise men, whose labors in the main were directed to safeguarding the State and morally uplifting mankind. Moses may be cited as the most striking example among the "chosen people." The priests of the Oracle of Delphos were striking examples among the Greeks. That all these ancient priests were poets in their appreciation of perfume, admits of no doubt, for in the temples of all the most ancient religions, in those of Persia, Egypt, Babylon, Assyria, China, and Hindostan, as well as in those of the Jews, sweet scents were constantly arising to heaven. Greece and Rome followed the custom, rivaling the extravagance of the older nations. This custom, in the form of a mildly odorous incense burned in the sanctuary, and clusters of flowers on the altars, survives to our own time in the most venerable branch of the Christian church. One of the most recently established cults—"The Church of the New Thought"—performs its rite of baptism with flowers of exquisite perfume.

It has been supposed by some that the lavish use of incense in the old sacrificial religious rites was for the purpose of concealing the disagreeable odors arising from the burning flesh of the offerings; but men of erudition believe that, from the first, incense had a symbolical meaning, typifying the prayers of the people. In Genesis we read that Noah, on leaving the Ark, expressed his gratitude to God by a burnt offering; and as we read that "the Lord smelled a sweet savour," we may infer that incense was employed or that aromatic gums and woods were used. Sophocles makes Oedipus declare that "Thebes reeks with incense and rings with prayers." Herodotus records that Datis, the Median, burnt thirty talents of frankincense on the altar at Rhenæa. Amos, the prophet herdsman, speaking for the offended Deity, declares: "He will not smell in their assemblies." These and many similar references indicate clearly that the priests' idea of perfume was that it typified prayer. This idea runs all through the Old Testament.

(To be continued.)

\* Read at the Thirteenth Annual Convention of the Manufacturing Perfumers' Association, April 10, 1907.



## VASELINE, LANOLIN, GLYCERINE AND THEIR RESPECTIVE VALUE FOR COSMETICS.

The fact that vaseline does not penetrate the skin sometimes interferes with its use in cosmetics. In such cases lanolin, which is so fully absorbed, fills the gap well. Lanolin is freely absorbed, possibly because one of its constituents, cholesterol, is formed in the cells of the skin itself.

Lanolin, when free from water and purified thoroughly, contains no free fatty acids and is a transparent yellow mass, which absorbs more than 105 per cent. of its own weight of water, without losing the consistency of a salve.

Precisely on this account it makes an excellent salve for dry rough skins. It is surprising that although Lanolin absorbs so large a quantity of water it is considered a fat. But in the chemical sense it is not a true fat, for it does not contain Glycerine, nor is it saponified by alkalis.

Lanolin is completely absorbed by the skin, when thoroughly rubbed in or massaged in, a most important need after washing, the natural fats being thus replaced, an important requirement for the hygiene of the body. When it is impossible for other reasons to rub the Lanolin in well, the mere putting on of Lanolin has good results, as it is absorbed by the skin even without inunction. Still better results are obtained by covering the smeared surface with gloves, for instance. The raising of the temperature and slight perspiration aids the assimilation by the moist warm skin. On this account it is an excellent practice to tie a band of cloth over the forehead or any other place on which Lanolin cream is rubbed at night. So that the bandage may not absorb the Lanolin it is a good idea to line it with waxed cloth or oiled silk. In the morning the bandage may be washed with soda-water or soap and water, and can be utilized indefinitely. There is another purpose in covering smeared parts with gloves and bandages; they prevent particles of dust and dirt, always in the air, from collecting in the salve.

As the properties of Vaseline and Lanolin supplement each other well, a mixture of the two forms an excellent base for skin salves. The Lanolin penetrates the skin, and makes it soft and pliable, while the Vaseline remains on the outside, forming a protecting shield. Besides the Vaseline makes the Lanolin much easier to rub in. The Belgian Pharmacopœia has, therefore, prescribed a mixture of equal parts of Lanolin and Vaseline as the base of salves. There are many Lanolin products sold as lanolin cream which are a mixture of wool-fat and mineral fats, but this does not bar the mixture of other fatty bodies. In Italy, for instance, they mix cocoa butter, 20 parts to 80 parts of Lanolin, an excellent combination as the Lanolin seldom becomes rancid and the cocoa butter only exceptionally. In the working of Lanolin, however, care must be exercised not to melt it, as it would then throw off water. Therefore the bodies to be combined with it are melted, and then they are carefully mixed.

It is evident that Lanolin is of great value in pharmacy. All kinds of drugs may be mixed with it, and by its means be absorbed into the body in a surprisingly short time. Iodine, for example, when rubbed in in an iodine-salve is soon tasted on the tongue.

Lanolin plays a great rôle in soap making. It is well known that the expectations concerning the super-fats in toilet soaps have not been fulfilled.

Beautiful as was the theory of holding the surplus alkalis of toilet soaps by adding fats, practice proved that this chemical reaction did not follow, and that the soaps with surplus fats did not become neutral, but held free alkalis and free fats side by side. Moreover, it is plain that the skin during the washing process in which its fat is drawn off receives an addition of fat from the super-fat soap. It is quite a question whether this fat is not carried off by the water, or wiped off with the towel. On the other hand there is the danger that the free fat in the soap will become rancid by the action of light and air if it is kept for any length of time; and then it is harmful to the skin.

It is quite different when Lanolin is used for the super-fat of a soap. It does not produce the free alkalis, but it has the special quality of not becoming rancid, and as, when the skin is damp, it is easily absorbed, especially during the rubbing of washing, it is easy to suppose that the Lanolin is taken into the skin, if not prevented by rinsing and drying afterwards. This explains the ready acceptance of Lanolin soaps by the public.

It must also be emphasized that Lanolin is far preferable for the hair to Vaseline. Normal human hair is continually giving off matter very much like Lanolin. If in abnormal hair this activity is destroyed Lanolin replaces it most happily. Since Lanolin takes up any perfume, and easily combines with cocoa butter, tallow, wax, etc., it may be used for exceptionally fine pomades.

### UNIVERSAL TOILET CREAM.

100 Grams. American Vaseline,  
100 " Resinous Oil,  
are melted and combined with  
100 Grams. of Lanolin.

After the mixture has cooled it is put into a mortar and rubbed up gently with 30 grams of boric acid. Then the following perfume is added:

0.5 G. Cumarin,  
5 " Alcohol,  
5 " Oil Bergamot.

### LANOLIN POMADE.

150 G. Lanolin,  
40 " Cocoa butter,  
0.5 " Vanillin,  
0.25 " Cumarin.



## MASSAGE CREAM.

- 240 G. Mutton suet,
- 240 " Lanolin,
- 120 " Glycerine,
- 360 " Rose water,
- 15 " Oil Geranium.

## SKIN FOOD.

- 60 G. Sweet Almond Oil,
- 15 " White wax,
- 15 " Spermaceti,
- 30 " Cocoa butter,

is melted in a water bath and then mixed with

- 30 G. Lanolin.

When cooled the mixture is gently rubbed up in a mortar, with 30 G. Orange flower water and ten drops of Tincture Benzoin.

## LANOLIN CREAM.

- 350 G. Vaseline Oil,
- 90 " Ceresin,

are melted together and 1,300 G. of Lanolin mixed with it. Then it is gently rubbed up and 300 G. Rose water and 10 G. Borax added. It is perfumed with a mixture of 8 G. Essence of Vanilla (1:10), 30 drops of Oil Neroli and 10 drops of Oil Bergamot.

(To be continued.)

THE NEW PROCTER & GAMBLE PLANT  
NEARING COMPLETION.

It is expected that the big plant that is now being erected on Staten Island by the Procter & Gamble Company will be completed by the middle of April or the first of May. The plant will consist of six buildings with the most modern machinery and will give employment to upwards of 1,000 men. The Staten Island works will take care of the company's export business and also cater to the Eastern trade. According to the programme it is proposed to push the latter in a more vigorous manner than ever before. The new plant will be within the precincts of Greater New York, which is an important point for the consumption and distribution of the goods turned out by the concern. The company will save considerable in the way of freight charges on products for consumption in the East generally, as products will be manufactured at Staten Island instead of being transported from Cincinnati, the headquarters of the company. The dimensions of the new buildings are as follows: No. 1, 100 feet x 400 feet; No. 2, 60 feet x 50 feet; No. 3, 500 feet x 100 feet; No. 4, 300 feet x 50 feet; No. 5, 100 feet x 100 feet, and No. 6, 100 feet x 60 feet.

The Procter & Gamble Company, which is a rival of the American Cotton Oil Company, has an authorized capital stock of \$11,250,000, including \$9,000,000 common and \$2,250,000 8 per cent. cumulative preferred. The corporation was formed under the laws of Ohio in 1905, succeeding a New Jersey company of the same name, which in 1840 acquired the soap, candle and glycerine business of the firm of Procter & Gamble, Cincinnati. The president of the company is William A. Procter.

## FLAVORING EXTRACT DEPARTMENT

Conducted under the auspices of THE AMERICAN EXTRACT MANUFACTURERS' ASSOCIATION.

## OFFICERS OF THE ASSOCIATION.

- A. J. Bastine, President, 19 Warren St., New York.
- C. Van Skiver, Secretary, 20 Murray St., New York.
- E. W. Denton, First Vice-President, 114 S. Eighth St., Newark, N. J.
- T. C. Stearns, Treasurer, 44 Montgomery St., Jersey City, N. J.
- Robt. Woods, Jr., Second Vice-President, 47 Dey St., New York.
- W. H. Bennet, Third Vice-President, 101 Wall St., New York.
- G. H. Lowell, Fourth Vice-President, 75 Murray St., New York.

REPORT OF MEETING OF AMERICAN EXTRACT  
ASSOCIATION, HELD MARCH 23d, 1907.

The meeting was called to order by the chairman.

The matter of incorporation was put over to a future meeting.

It was decided that the State laws shall be tabulated and sent to the members of the Association at the earliest possible moment.

This work is being done by the Association's official organ, and all members that are subscribers will receive a copy free, and copies may be obtained by non-members according to the terms in the advertisement in the May number.

A letter was read from one of the members severely criticising the attitude of Dr. Stearns as formulated in his address at the last meeting, and the answer of the Secretary was also read. Several other letters were read from other members commending the course.

Dr. Stearns then addressed the meeting as follows:

"GENTLEMEN: For the benefit of the members of the Association who are not present, but who, having materially assisted in the great work which has been thus far accomplished in the interests of the Flavoring Extract Industry of the country, I desire to briefly review the work of the past few weeks, and I would suggest that if I have omitted, in the following report, any feature which is likely to interest our non-resident members, attention should be called to it.

"Of our final work in the elimination of the standard clause from the Agricultural Appropriation bill, you are all aware. Of the establishment of the fact that Circular No. 19 is void, for the reason that the law authorizing 'standards of purity' does not authorize 'standards of composition,' or of relative proportions of normal ingredients in compound food products—and the standards of Circular No. 19 are 'standards of composition,' you are also aware. That these facts are recognized by the Department of Agriculture is indicated by the fact that Mr. Heide, the large manufacturer of Confectionery, of New York, has a letter in which Dr. Wiley states that the power to make standards has been taken away from him.

"This question of standards will come up at the next session of Congress, and we should be in position to take

an active part in the formulation of the project in such a manner that our rights will be properly conserved. Other Associations also have the matter before them, and it is hoped that a joint committee will be formed for the purpose during the summer.

"Mr. Mutchmore, of Hallock, Denton & Co., together with Mr. Hugh Gordon Miller, our attorney, and myself, went to Trenton on Tuesday last, to be present at a hearing which was held before the Senate Committee having charge of the Frelinghuysen pure food bill, now before the New Jersey Legislature. Mr. Miller addressed the committee on our behalf, and was able to get our amendment concerning standards incorporated in the bill.

"This amendment, briefly, requires 30 days' notice to all who register with the Secretary of the Board of Health, before any hearing at which standards will be formulated. After the formulation of such standards, copies of which shall be sent to each person who so registers, 30 days shall elapse before the standards become law. If not in accordance with practical conditions, or for any other valid reason, application may be made to any court having jurisdiction over injunctions, for a review of the evidence, regarding such standards. We believe this protects us.

"Another thing which should be given attention is the question of the defense of our members in the event of suits being brought in the various States, or by the Government. Acting as an association, we would be able, first, to supply competent legal advice—that is the advice of attorneys experienced in the subject, and we should be able to eliminate all question of graft or of injustice, as well as do much to remove the impression which has been so industriously circulated by petty officials who have sought to establish a reason for their existence by the allegation that Extract Manufacturers are 'the greatest adulterators in the world.' This idea was given voice by the *Journal of Commerce* recently, and if any member present has the acquaintance necessary to call the attention of the heads of this publication to this libel, it should be done.

"Work in the formation of the Amalgamated Association, to which I have several times alluded, progresses favorably, and I think it will soon be an accomplished fact.

"I desire to urge upon all members the importance of getting more members. We now have about 130 members, all of whom are representative people. This should be doubled during the summer.

"A committee is going to Washington the coming week to endeavor to induce the Secretary of Agriculture to establish a commission, or himself to take personally in hand the question of the determination of the effect upon digestion and health of colors and preservatives. The plan is very comprehensive, and I am not authorized to present its details at present, as it seems all of our plans get very quickly to Dr. Wiley, who is thus able to meet them in advance. The firm with which I am connected has contributed \$100 to this committee, to be used in presenting this request to the Secretary of Agriculture, and in the preparation of the evidence which it is desired to submit, and which it is hoped will result in a fair and just verdict on these questions. We do not think Dr. Wiley could handle it in an unprejudiced manner. I have

been requested to ask this association to contribute to this fund, both as an association, and also through any of its members who feel that they are warranted in taking this step."

It was moved and seconded that the address be made a part of the minutes of the meeting.

Mr. Clause moved the appointment of a judiciary committee.

(The accompanying circular describes the proposed work of the judiciary committee.)

The Treasurer was authorized to contribute to the fund for the purpose of making representations to the Secretary of Agriculture concerning colors and preservatives, the committee of which is composed of Mr. Metz (chairman), Dr. Hallock, Mr. Kohnstamm and Dr. Lieber.

The meeting then adjourned.

A Judiciary Committee has been formed for the purpose of taking account of all cases brought against members of this Association, and other matters of a like character.

It has been agreed that a fund shall be created by subscription for the purpose of defending subscribers to the said fund, and for such other purposes as may be approved by such subscribers.

All members of the American Extract Manufacturers' Association are eligible to subscribe to this fund, and upon such subscription will be defended in any cases brought against them so far as the total amount subscribed to said fund may reach.

If you desire to take part in this agreement please fill out and send the appended subscription blank:

*To the Judiciary Committee of the American Extract Manufacturers' Association.*

You are hereby authorized to enter my subscription to the amount of One Hundred Dollars, the same to be subject to draft upon me by the Treasurer of the Association, in such amounts, being a part of the said one hundred dollars, as may be from time to time required, but in no case to exceed, all together, the said sum of one hundred dollars.

Date.....

Fill out and send to the Secretary of the Association. Do not send money. As, and when needed, draft for the sum required will be made.

#### ECZEMA CAUSED BY DENTIFRICES.

Galewski (*Munch. med. Woch.*) having met with sixteen cases of eczema of the lips or chin caused by the use of aromatic dentifrices, both liquid and powder, experimented to determine what might be the ingredient which caused this. In many cases it was traced to peppermint oil; patients not being affected when this was omitted from the dentifrice; others were met with who could not tolerate the presence of any irritant bodies, such as other essential oils, and especially terpenes. Those with sensitive skins or a predisposition to eczema, should therefore avoid all aromatic dentifrices and mouth washes, and employ unperfumed neutral powders, such as prepared chalk.

## IN THE TRADE.

Among the removals of the next few days will be that of the well-known concern, Ungerer & Co., who remove to 273 Pearl Street, where a large and very complete building will be occupied for their greatly extended business.

The firm of Innis, Speiden & Co., though lately entering into the Essential Oil field proper, is making itself felt. New and more extensive quarters are already necessary, so it will remove from 181 Front Street to 46 Cliff Street shortly.

The latest price list of the P. R. Dreyer Co. is neat, compact and comprehensive. It includes not only all of the natural oils and synthetics, but all other supplies that the Perfumer may require. This house may be depended upon for courteous, prompt and satisfactory service—and goods of high quality.

We are just informed that Herr Hans Steche, of the Leipzig house of Heine & Co., has returned home from his trip around the world, mentioned by us last September. The journey has proved rich in scientific results, and a new factory at Risa, Saxony, is being started at once to utilize these results. Some very striking novelties may be expected from this house before very long.

It is now more than two years since J. N. Limbert & Co., Philadelphia, took over the Vanilla importing business of The Chas. E. Hires Co., and during that time great strides forward have been made by these specialists. For it is to be clearly understood that Limbert & Co. is the only American house devoting its energies to Vanilla exclusively. They should certainly be in a position to give the best service on the basis of quality for price.

M. Léon Givaudan, of Vernier-Genève (Switzerland), arrived in this country April 12. He is making a hurried trip to Chicago, and will then return to Europe, April 25th, on *La Provence*. His house is represented in New York by Messrs. Rockhill & Victor, 114 John Street. In their hands the products made by Givaudan are pushed well to the front, but a personal visit like this is always of mutual benefit, and pleasurable at the same time. Mr. Rockhill sailed for Europe April 6th for a brief business trip.

J. A. Moller, of New Rochelle, N. Y., who has long been known as the maker of the "Moller Patent Talcum-Powder Top," is now adapting this very practical device for use by the trade in general. Hitherto it was made in sterling silver only, and sold by jewelers in large numbers. It is now made for the perfumery trade, and can be adjusted to many of the staple bottles on the market by a simple twist. It is absolutely non-leakable, and sets off the package to great advantage. If you cannot improve your powder—improve the container!

Within a few days that firm of international reputation, Fritzche Bros., will remove to very spacious quarters at 82 and 84 Beekman Street. No house has done so much as this one to educate the public on the subject of Essential Oils, by its various publications, and none is better deserving of the success with which its efforts have met, both here and in Europe. With better facilities should come the increased business which they have the right to expect.

Within the short space of three years the Lederle Laboratories have achieved remarkable success.

A good part of the credit for this success belongs to the man whose career previous to his organizing these laboratories attained widespread publicity both as a man of science and a fearless public servant of unquestioned integrity. For the better part of fifteen years following his university career Dr. Ernst J. Lederle remained a municipal servant, devoting his time to research and advisory work for the city, and when he retired from public duty he brought a valued experience in varied chemical, bacteriological and sanitary investigations to the laboratories started by himself and his assistants. These men whom Dr. Lederle gathered about him in the new venture were well-known experts in their different lines of work, and together the combination thus effected was an unusually strong one. Thoroughly acquainted with the manufacturing processes used to-day in turning out food, medicines, soaps and perfumes; with a field stretching West to the Pacific, and a professional reputation nearly as wide, there was an instant demand for the services which the new institution offered. After the first clients came others, and in the accumulation of work the laboratories gradually outgrew the limited facilities of the old quarters, which finally necessitated the change to the new building, Nos. 39-41 West 38th Street.

Since his retirement from the office of Health Commissioner and the starting of the Lederle Laboratories, Dr. Lederle has been appointed a member of the State Water Supply Commission, and is now the Commission's consultant and expert adviser in all its deliberations. Dr. Lederle has paid much attention to industrial chemistry, and is an authority on the preparation of foods, medicines, soaps and perfumes. He has twice visited the principal manufacturing towns of Europe to study municipal and industrial conditions there.

There is rather an interesting contest now in progress over the use of the name "Corylopsis." As may be seen in the issue of this REVIEW for February, page 24, Mary L. Babcock made application for entry, under No. 23,992, stating that this name had been used by her house for ten years past. Protest against this entry has been made by a prominent New York Perfumer, who contends that he has used this name for many years, and has an equal right thereto. We cannot of course go into the merits of the case here, but this name was used 30 years ago by Piver, of Paris. We cite this contest merely as the latest illustration of the special value of our illustrated monthly record of Patent Office Entries, from which every manufacturer can see at a glance if any of his valuable trade names are in danger of infringement and protest in time.

To make labels stick on glass, even when exposed to moisture, take Crystol; to make them stick on tin, take Tinnol; for a paste convenient to ship, satisfactory in results and cheap in price, take Condensed Paste Powder. For these or any other kind of adhesive, write to the Arabol Mfg. Co., 100 William Street, New York City. They have the experience and the facilities to meet all individual demands.

The season of removals and changes brings about many interesting announcements, none of which is more important than the succession of Mr. Carl Bomeisler to the business of I. Springer & Co., and the Imperial Metal Manufacturing Company. For many years this firm has made a specialty of fine cut-glass bottles and fancy boxes for the perfumery trade. Mr. Springer, while retiring from the firm, will still work in its interests, residing abroad and selecting the latest novelties to be found there. The plant has now been removed to most commodious quarters, located at 420-422-424 East 107th street, New York, the most improved modern machinery having been installed for the manufacture of Sprinkler Tops, Powder Tops, etc. Mr. Bomeisler is most enthusiastic as to the completeness of the plant and perfection of arrangements for supplying all demands.

The W. H. Bowdlear Company, wax bleachers, of Boston, have recently completed another glass house, 100x20, for winter use at Williamsville, and have in contemplation the erection of a large addition to their main building.

#### HIGH-CLASS PACKAGES.

We are pleased to note that American firms are to have the advantage of having their work, that is, the lithographing end of it, done in Paris at practically no inconvenience to themselves. We have just learned that one of the leading lithographers of Paris, Etablissements J. Minot, 34 Rue des Martyrs, has opened an American agency at No. 17 State street, New York City. The agency is in charge of Messrs. M. A. Shaw & Co. This move should prove of great interest to all firms who are desirous of having high-class labels, seals, box-covers, etc., and, in fact, everything that pertains to lithography.

Etablissements J. Minot was established in 1839, and during the last 50 years has devoted a great deal of time to this particular branch of their business, and have done work for all of the leading houses of Europe. They started doing business in the United States a little over a year ago, and as this has materially increased it was necessary to have some one at this end of the line to look after their interests.

Paris, as we all know, is the art center of the world, and the firm above referred to have on their staff several of the leading artists in Paris. Under these circumstances they are in a position to furnish new designs, different from the ordinary work, and with their perfect equipment are able to reproduce these designs to perfection.

We know that the above will be of interest to our readers, and feel satisfied that they will take advantage of the opportunity now offered them.

The House of Jeancard Fils & Co., Cannes, France, has just completed a new branch at Bocca, west of Cannes, in the very heart of the flower district. This plant is equipped with all of the latest machinery, and will handle a large quantity of flowers per diem.

The publisher of this journal had the pleasure of visiting the plant of H. C. Fox & Sons, Inc., Schuylkill Avenue and Catharine Street, Philadelphia, last month, and was shown through the establishment by Mr. Florence Fox. It will be of interest to the trade to know that the establishment was founded in 1853 by Mr. Henry C. Fox, and under the able management of him and his sons, it has grown to its present size. The works occupy two plots of ground, one 200 x 250, and the other 100 x 425. Up-to-date equipment is used throughout, and on the average forty men constitute the working force.



We illustrate herewith a sachet powder bottle that is being made for one of the leading American Perfumers. A special feature of these bottles is that they can always be relied upon to fit the screw caps; and the edge is given a very smooth and rounded finish in the mold. Our readers who are on the lookout for standard or special designs will do well to get in touch with that company.

#### NEW INCORPORATIONS.

CREOLE QUEEN HAIR TONIC MFG. CO., EAST ORANGE, N. J.—Capital, \$50,000. Incorporators: J. W. Freeman, Newark; H. S. Ray, Morristown; H. J. Johnson, East Orange.

HOLMAN MFG. CO., CHICAGO.—Capital, \$500. Ink, Soap and Mucilage. Adolph Holman, Edward Holman, Paul Holman.

NATIONAL RED OIL AND SOAP CO., 363 Halsey street, NEWARK, N. J.—Capital, \$15,000. Arthur Phillips, Florence T. Phillips, Charles P. Gulick.

THOS. B. ROBERTSON SOAP CO., CHICAGO.—Capital inc. to \$5,000.

#### BOUQUETS.

WHAT SOME PERSONS AND FIRMS THINK ABOUT "THE REVIEW."

Inclosed please find \$2.00 for one year's subscription for your journal. We consider this the best publication of the kind on the market, and wish you much success.

Yours very truly,

THE CLAWSON COMPANY,

John L. Clawson, President.

Philadelphia, April 9, 1907.



[illegible]

This report of patents, trade marks, labels and designs is compiled from official records in Washington, D. C., and is absolutely accurate and complete. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumery, soap, toilet specialties and flavoring extracts.

The trade marks illustrated are described under the heading "*Trade Marks Applied For*," and are those for which registration has not yet been allowed. All protests for infringement should be promptly made to the Commissioner of Patents, Washington, D. C.

848,179.—George Klinger, Leipzig, Germany.—METHOD OF MOLDING SOAP.

**Claim.**—1. The method of molding soap consisting in forcing the fluid soap from the boiler directly into a long molding-pipe not artificially cooled and causing the soap mass to move continuously through the same.

848,419.—Daniel Webster, Jr., Philadelphia, Pa.—AUTOMATIC CLOSURE FOR CANS, BOTTLES, ETC.

**Claim.**—In a dispensing-receptacle, the combination of a neck portion, the upper end of which is closed, an annular outwardly-extending offset formed around the upper part

of said neck, an aperture in said offset, a vertical groove also in said offset, a cap slidably fitting on said neck, a depression on the flange of the cap fitting in the groove of the offset, an intumed edge on the flange of the cap, a spring between the cap and the closed end of the neck so as to raise said cap and cause the intumed edge part to abut against the lower margin of the offset, and an aperture in the flange of the cap adapted to register with the aperture in the offset part when the cap is depressed.

850,003.—Ernest A. Houchin and Anthony Huber, Brooklyn, N. Y.—PROCESS OF FORMING FLUTED SOAP SHEETS AND ARTICLES RESULTING THEREFROM.

**Claim.**—1. The herein-described process consisting in removing from a smooth surface a sheet of plastic material in the form of a plurality of strips corrugated longitudinally upon both sides.

6. As an article of manufacture, a sheet of plastic soap formed into strips and with corrugations extending longitudinally of the strip.

850,004.—Ernest A. Houchin and Anthony Huber, Brooklyn, N. Y.—APPARATUS FOR FLUTING SHEETS OF SOAP.

**Claim.**—1. In a device of the class described, the combination with a cylinder, of means in contact with said cylinder, and arranged to remove material from the cylinder in sheets fluted upon both sides.

8. In a device of the class described, a scraper arranged for use in association with a soap-chilling cylinder, and



having an edge arranged for operative contact with the peripheral surface of said cylinder, means spaced along said edge for splitting the material into strips, and means spaced between the splitting means for forming material into fluted strips.

850,085.—John H. Goss, assignor to Scovill Mfg. Co., Waterbury, Conn.—POWDER-CAN TOP.

*Claim.*—3. A powder-can top, provided with a fixed member, having a discharge-opening in its end and a lug on its side in alinement with said opening, and a rotary cover applied over and turning upon the end of the fixed member and inclosing it and having an opening adapted to be moved into and out of alinement with the opening in the fixed member and also having in its side an obliquely-arranged slot engaged by the lug and serving to draw down the cover tightly upon the fixed member when the opening therein is closed.

#### LABELS REGISTERED.

13,426.—Rudolph H. Keagy, Canton, Ohio.—Title: "Lion Washing Powder."

13,431.—Bertha Smith, New York.—Title: "Extyrpo." (For a depilatory.)

13,436.—Armour & Co., Chicago.—Title: "Transparosa Complexion Glycerine Soap."

13,437.—Armour & Co., Chicago.—Title: "Savon Mucha Lilac."

13,438.—Armour & Co., Chicago.—Title: "Arbor Series Heliotrope."

13,439.—Armour & Co., Chicago.—Title: "Savon Mucha Sandalwood."

13,440.—Armour & Co., Chicago.—Title: "Sylvan Rose."

13,441.—Armour & Co., Chicago.—Title: "Sylvan Lilac."

13,442.—Armour & Co., Chicago.—Title: "Arcadia Lilac."

13,443.—Armour & Co., Chicago.—Title: "Sylvan Carnation."

13,444.—Armour & Co., Chicago.—Title: "Arbor Series Rose."

13,445.—Armour & Co., Chicago.—Title: "Arcadia Heliotrope."

13,446.—Armour & Co., Chicago.—Title: "Savon Mucha Violet."

13,447.—Armour & Co., Chicago.—Title: "Arcadia Violet."

13,448.—Armour & Co., Chicago.—Title: "Sylvan Sandalwood."

13,449.—Armour & Co., Chicago.—Title: "Arbor Series Violet."

13,450.—Armour & Co., Chicago.—Title: "Savon Mucha Heliotrope."

13,451.—Armour & Co., Chicago.—Title: "Arbor Series Lilac."

#### TRADE-MARKS APPLIED FOR.

386.—Clayton Rockhill, New York.—Essential Oils.

5,430.—Siegel, Cooper & Co., Chicago, Ill.—Olive Oil.

6,589.—David Brown & Son, Limited, Donaghmore, Ireland.—Soap.

7,519.—Compagnie Ray Mit Beschränkter Haftung, Berlin, Germany.—Soap.

15,381.—The Holden Drug Co., Stockton, Calif.—Perfumes.

15,420.—Joseph Kuskuna, New York.—Hair Tonics, Shampoo and Hair Restorers.

19,458.—Actien-Gesellschaft Für Anilin-Fabrikation, Berlin, Germany.—Hair-Dyeing Preparations. ("Eugadol.")

19,690.—Abraham & Straus, Brooklyn, N. Y.—Flavoring Extracts.

20,722.—The Cincinnati Soap Co., Cincinnati, Ohio.—Soap.

23,025.—George August Schmidt, Chicago, Ill.—Soap.

23,594.—J. G. Hutchison & Co., Ottumwa, Iowa.—Flavoring Extracts.

23,793-23,795.—The J. A. Pozzoni Pharmacal Co., St. Louis, Mo.—Complexion Powder.

24,040.—Ichthyol Gesellschaft Cordes, Hermann & Co., Hamburg, Germany.—Medicated Soap.

24,370.—George C. Krusen, Philadelphia, Pa.—A Skin Lotion.

24,545.—Jean Carrington Co., New York.—Toilet Powder.

24,777.—Frederick Stearns & Co., Detroit, Mich.—Perfumery, Toilet Water, Face Powder, Bloom, and Talcum Powder.

24,817.—Richard Moore, McKeesport, Pa.—A Hair Pomade.

24,839.—Zarnits Bros. Grocery Co., Wheeling, W. Va.—Soap and Soap Powders.

25,033.—Albert R. Saylor, Allentown, Pa.—Antiseptic Tooth Wash.

25,134.—Francis N. Rose, San Francisco, Calif.—Tooth Powders. ("Rose Saline.")

25,246.—Geo. F. Smith, Woodsboro, Md.—Hair Tonic.

25,391.—Lewis H. Pflughardt, Fayette, Pa.—Tooth Powder.

25,540-25,541.—Solon Palmer, New York.—Soap.

25,595.—Iowa Soap Co., Burlington, Iowa.—Soap.

25,689.—The Great Atlantic & Pacific Tea Co., New York.—Soap in powdered and cake forms.

25,701.—Justin H. Burdick, Milton, Wis.—A Lotion.

25,969.—Jamison Bros. & Johntz Baker's Supply Co., Kansas City, Mo.—Flavoring Extracts.

#### THINGS JAPANESE.

At a banquet held in Kwagetsu Tei, or the Hall of Flower and Moon, in Osaka, on February 19, in honor of Misono Oshiroi, or the Royal Face Powder (which has of late become very popular), to which banquet about thirty of the retailers in Osaka were invited to be present, Zembei Miwa, the main wholesaler of Misono Oshiroi, told his guests how Misono Oshiroi is getting more and more popular, and why it is getting so popular. Also, he told that he is trying to turn out perfumes, perfume oil, and soap under the name of Misono. These will be ready to be sold to the retailers about the time of the National Exposition in Tokio, which was opened on March 21. These articles are now exhibited at the Tokio Exposition.

As one of the reasons why Misono Oshiroi is so popular, the representative of the *Osaka Toilet Article Trade Journal*, who was present at the banquet, pointed out, in the course of his paper, that, whereas in the oshiroi, or the face powder hitherto in use, lead is one of the ingredients, there is no lead at all in Misono Oshiroi. Lead, according to the representative of the *Journal*, has been proved to be injurious to the health of users, sometimes causing serious illness. While there are several other manufacturers of the oshiroi who are aware of the necessity of excluding lead from among the materials for face powder and other toilet articles, Misono Oshiroi is now in such a state of practical usefulness that even the August Family of the Mikado is using it daily.

Kobe seems to be the centre of toilet washing powder manufacture. It was a Kobe manufacturer that turned out the famous Milk Washing Powder; it was another Kobe manufacturer that produced the Club Washing Powder. Now comes the news that a Kobe manufacturer is manufacturing Bara Washing Powder, or Rose Washing Powder. These washing powders are now introduced into every dressing room in Japan.

# APRIL MARKET REPORT AND PRICE CURRENT.

THE ESSENTIAL OILS QUOTED BELOW ARE THOSE OF HIGH QUALITY AND UNDISPUTED PURITY ONLY.

## ESSENTIAL OILS.

A survey of general conditions shows that, with but few exceptions, the stiffness of the market still continues. Oil of Lemon is higher in Messina than in New York, by at least 25c.; which simply means that quite a number of the American dealers are well stocked and are willing to take a profit. The price \$2.05 is that quoted in Messina, and American figures will possibly go to that. Oil Hemlock is very scarce and considerably higher. Oil Peppermint is acting very strangely again. Notwithstanding all the cry of scarcity, short crop, frost, etc., the price has not been high and has eased off lately. Oil Cloves is still higher, but Vanillin is being sold at all prices. Explain it if you can!

Oil Cassia is now selling liberally at the advanced prices: \$1.55 to \$1.60. There is considerable difficulty in securing "Pure Food" Oil Sandal, and those having stock of their own distillation alone are able to guarantee purity. There is no difficulty in selling the pure Oil at a good price.

### SPECIAL FROM MESSINA.

Prices of Lemon have abated some 30c. a pound. Many buyers being anxious to cover their needs have tried to buy, but large holders would not sell at the lower price. The outlook is for a general advance, especially as the Syndicates of Messina and Palermo are constantly buying in so as to hold up the price and prepare the ground for the new crop. It seems as if they would succeed, as the crop this year was late, caught by a severe winter, and the probable yield will be far short of the demand. The fruit did not develop properly, and the yield of oil was very small. The plantations have suffered considerably this year from the extreme cold, so a short crop is to be looked for.

Almond, Bitter.....	per lb.....	\$3.50
" " F. F. P. A.....		4.50
" Artificial.....		.75
" Sweet, True.....		.61
" Peach-kernel.....		.31
Amber, Crude.....		.14
" Rectified.....		.29
Anise.....		1.40
Aspic (Spike).....		1.30
Bay, Porto Rico.....		3.00
Bay.....		2.50
Bergamot, 37-38%.....		3.35
Bergamot, 35%.....		3.10
Birch (Sweet).....		2.25
Bois de Rose, Femelle.....		4.50
Cade.....		.26
Cajeput.....		.60
Camphor.....		.25
Caraway Seed.....		1.25
Cardamom.....		24.00
Cassia, 75-80%.....		1.60
Cedar, Leaf.....		.60
" Wood.....		.32
Cinnamon, Ceylon.....		8.00
Citronella.....		.48
Cloves.....		1.25
Copaiba.....		1.60
Coriander.....		14.50
Croton.....		.85
Cubebs.....		1.15
Eucalyptus, Australian, 70%.....		.70
Fennel, Sweet.....		1.25
" Bitter.....		.75
Geranium, African.....		4.50
" Bourbon.....		3.50
" French.....		11.00
" Turkish.....		2.50

Ginger.....	\$5.00
Gingergrass.....	1.75
Hemlock.....	.90
Juniper Berries, twice rect.....	1.70
Kananga, Java.....	4.50
Lavender, English.....	7.00
" Cultivated.....	3.50
" Fleurs, 28-30%.....	3.25
Lemon.....	2.05
Lemongrass.....	1.70
Limes, expressed.....	1.70
" distilled.....	.75
Linaloe.....	3.00
Mace, distilled.....	.90
Mustard, natural.....	4.50
" artificial.....	2.00
Myrrbane, rect.....	.12
Neroli, petale.....	100.00
Nutmeg.....	.95
Orange, bitter.....	2.50
Orange, sweet.....	2.30
Origanum.....	.50
Orris Root, concrete..... (oz.)	4.50
Patchouly.....	5.40
Pennyroyal.....	4.00
Peppermint, W. C.....	2.50
Petit Grain, American.....	5.00
" French.....	—
Pimento.....	2.25
Rose..... (oz.)	4.65
Rosemary, French.....	1.10
" Trieste.....	.50
Sandalwood, East India.....	3.90
Sassafras, artificial.....	.60
" natural.....	.75
Safrol.....	.60
Savin.....	1.40

## BEANS.

The report of last month might be rewritten in a higher key. The poorest qualities of Bourbons commanded \$2.35 in London auctions lately, and \$2.75 is easily obtained in New York for good Bourbons. Consumers not covered are having no little difficulty in securing good qualities at less than the highest figures.

The speculation in Mexicans has continued to advance prices, and the New York market has been very active, ranging as high as \$5.50 for long beans. With the continued fear of the Federal Pure Food Law the demand will be even greater as Summer comes on, and some arrests are made of those who label their compounds illegitimately.

## SOAP MATERIALS.

The market as a whole is slightly easier, due chiefly to lack of activity, especially in the Olive Oils. Tallow is slightly easier, and the activity in greases has been almost nil. There is little disposition either to buy or sell.

### Quotations are:

Tallow, city, .053/4 (hhds.); country, .061/4-.061/2.
Grease, brown, .051/4; yellow, .053/4.
Cotton Seed Oil, crude, tanks, .35; summer yellow, prime, .451/2.
Cocanut Oil, Cochin, .103/4; Ceylon, .093/4.
Olive Oil, green, .63; yellow, .90.
Olive Oil Foots, prime, .051/2; good quality, .061/4.
Palm Oil, Lagos, .071/4; red prime, .07.
Chemicals, borax, .081/2; caustic soda, 80 p. c. basis of 60%, \$2.00.
Rosin, 1st run, .27; 2d run, .29; 3d run, .31; 4th run, .33.

Spearmint.....	\$3.50
Spruce.....	8.80
Tansy.....	4.00
Thyme, red, French.....	1.10
" white, French.....	1.30
Vetivert, Bourbon.....	8.50
" Indian.....	43.00
Wintergreen, artificial.....	.42
Wormwood.....	3.50
Ylang Ylang.....	70.00

## BEANS.

Tonka Beans, Angostura.....	.70
Surinam.....	.30
Fava.....	.28
Vanilla Beans, Mexican.....	\$3 50-6.50
" Cut.....	3.25-3.75
" Bourbon.....	2.75-3.00
" Tahiti.....	1.00-1.50

## SUNDRIES.

Ambergris, black..... (oz.)	\$20.00
" gray.....	35.00
Civet, horns.....	1.90
Cumarin.....	3.00-3.25
Heliotropine.....	\$1.75-1.80
Musk, Cab., pods..... (oz.)	6.50
" grain.....	14.00
" Tonquin, pods.....	16.00
" grain.....	21.00
" Artificial, per lb.....	2.75
Orris Root, Florentine, whole.....	.13
Orris Root, powdered and granulated.....	.16
Talc.....	.013/4-.06
Terpineol.....	.45-.50
Vanillin.....	.25-.26

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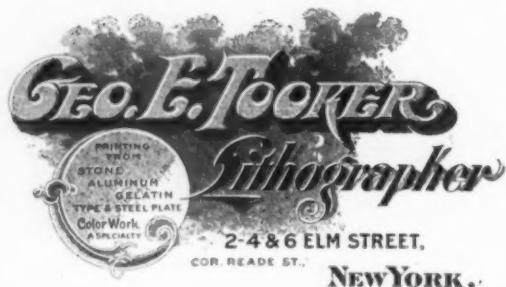
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